

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

FEBRUARY 1, 1955

TOP STACK  
(UNBOUND)



Magnolia Acuminata

SEEDS

TREE—SHRUB—PERENNIAL  
FLOWER—GRASS—VEGETABLE

HERBST BROTHERS

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COMBINATION CARS—Orders received for shipment to EASTERN POINTS can usually be included in combination cars in late March.

This is only a partial listing of our wide selection of quality shrubs in grades that are in heavy demand.

These are heavy, well-rooted, 2 and 3-year shrubs, well furnished and suitable for critical landscape trade, mail order, salesyards, etc. See our Spring Wholesale Trade List for a more complete listing.

TERMS—Regular. All prices are per 100 plants. If interested in quantity lots, write for special prices.

		Per 100			Per 100			Per 100
<b>ALMOND</b> , pink, own-root	18 to 24 ins.	\$45.00	<b>FORSYTHIA</b> Spring Glory	18 to 24 ins.	\$40.00	<b>RHODOTYPOS</b> kerrioides	12 to 18 ins.	\$35.00
	2 to 3 ft.	50.00		2 to 3 ft.	50.00		18 to 24 ins.	50.00
<b>AMELANCHIER</b> canadensis	18 to 24 ins.	45.00	<b>HONEYSUCKLE</b> , bella albida	2 to 3 ft.	40.00	<b>RHUS</b> canadensis	18 to 24 ins.	45.00
	2 to 3 ft.	55.00		3 to 4 ft.	50.00		2 to 3 ft.	60.00
<b>BARBERRY</b> , thunbergii	12 to 15 ins.	18.00	<b>HONEYSUCKLE</b> , bella rosea	2 to 3 ft.	40.00	<b>RHUS</b> cotinus (Purple Fringe)	12 to 18 ins.	45.00
	15 to 18 ins.	24.00		3 to 4 ft.	50.00		18 to 24 ins.	65.00
	18 to 24 ins.	30.00	<b>HONEYSUCKLE</b> , Cardinal	2 to 3 ft.	65.00		2 to 3 ft.	85.00
	2 to 2 1/2 ft.	35.00		3 to 4 ft.	30.00	<b>RIBES</b> odoratum	18 to 24 ins.	40.00
<b>BARBERRY</b> , thunbergii atropurpurea	12 to 15 ins.	32.00		4 to 5 ft.	40.00		2 to 3 ft.	50.00
	15 to 18 ins.	40.00	<b>HONEYSUCKLE</b> , grandiflora rosea	18 to 24 ins.	30.00	<b>SPIRAEA</b> Anthony Waterer	12 to 15 ins.	35.00
	18 to 24 ins.	45.00		2 to 3 ft.	40.00		15 to 18 ins.	45.00
	2 to 2 1/2 ft.	60.00		3 to 4 ft.	50.00	<b>SPIRAEA</b> arguta	18 to 24 ins.	35.00
<b>BARBERRY</b> , Truehedge Columberry	18 to 24 ins.	35.00		4 to 5 ft.	65.00		2 to 3 ft.	45.00
	2 to 2 1/2 ft.	42.00	<b>HONEYSUCKLE</b> , Pink Tatarian	18 to 24 ins.	30.00	<b>SPIRAEA</b> billiardii	18 to 24 ins.	30.00
<b>BUDDLEIA</b> (Butterfly Bush)	No. 1 dormant plants, field-grown	27.00		2 to 3 ft.	40.00		2 to 3 ft.	40.00
	Medium dormant plants, field-grown	22.00		3 to 4 ft.	50.00		3 to 4 ft.	60.00
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<b>BUDDLEIA</b> (Butterfly Bush)	No. 1	35.00		3 to 4 ft.	50.00		18 to 24 ins.	60.00
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	2 to 3 ft.	45.00						
	3 to 4 ft.	55.00						



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# Mount Arbor Nurseries

• SHENANDOAH IOWA •



# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. CI, No. 3

FEBRUARY 1, 1955

Founded 1904

With which was merged 1939

THE NATIONAL NURSERYMAN

Established 1893



Published on the

first and fifteenth

of each month by the

AMERICAN NURSERYMAN  
PUBLISHING COMPANY

343 South Dearborn Street,

Chicago 4, Illinois.

Telephone: WAbash 2-9011



Subscription Price:

\$4.00 per year; outside

United States, \$5.00;

Single Copies, 20c.



Advertising Rates

On Application.

For Closing Dates

See Next Page.



Entered as second-class matter  
December 14, 1933, at Chicago,  
Ill., under act of March 3, 1879.

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Forms for the February 15 issue will close Friday, January 28.

Forms for the March 1 issue will close Friday, February 11.

Mail copy to arrive at Chicago by these dates — no later!

# They're Ready for Shipment!



*Tiffany*

hybrid tea, All-America Rose  
Selection award winner for 1955.  
Named to honor Tiffany & Co.,  
New York, known the world over  
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Tiffany is beautiful from bud through full bloom! Golden-yellow based buds shading to a deep pink make a striking contrast to the dark green foliage. Growth habit is upright, vigorous and exceptionally resistant to disease and garden hazards. Blooms are giant size and especially fragrant and long lasting. It is not uncommon to cut stems 20 to 24 inches long. No wonder Tiffany nearly topped the highest A. A. R. S. score on record!

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*Send us a list of your requirements for a quotation. Write today while we can still fill your order with No. 1 grades.*

TIFFANY AND LILIBET ARE HOWARDS OF HEMET ORIGINATIONS



**HOWARDS OF HEMET • HEMET, CALIFORNIA**



# AMERICAN NURSERYMAN

F. R. KILNER  
*Editor and Publisher*

KENNETH A. BRENT  
*Managing Editor*

## Editorial

### MEETING REPORTS

At this time of the year the reports of trade association meetings are so numerous that they crowd out of current issues of this magazine the special articles on plants, culture, research, merchandising and the like. Yet there is a great deal of information regarding those various topics in the current issues, nevertheless, because the meeting reports contain summaries of talks and papers presented by nurserymen and research workers on these very subjects.

Hence you will find it of prime interest not only to read the reports of meetings in your own section of the country, but also to go through the reports from other areas for ideas, suggestions and counsel.

Most readers have long been aware of the profit that may be gained by scanning the successive pages of the magazine, but attention of those who still have the headline habit from the scrutiny of daily newspapers is called to the fact that they will find the thorough perusal of each page of their trade magazine well worthwhile.

### BRISK TRADING

Prime activity at the big midwinter meeting of nurserymen at Chicago last month was on the floor of the hotel lobby. Meeting sessions moved according to schedule and in record time. But buyers seeking their spring needs in nursery stock were eager listeners to those producers and dealers who had something to sell. Plans were developed for the year ahead in anticipation of continuing strong demand and no marked increase in supplies.

The housing boom continues unabated, quickening in one section of the country if it subsides in another, and all classes and all available sizes of ornamentals, deciduous and evergreen, are in request. Fruit trees have cleared well in consequence of the orchardists' expansion or replanting. The rose situation is not as everybody would have it, because of the shortage of No. 1 plants, because of weather conditions and the

superabundance of No. 2 grade. But the so-called merchandisers show signs of removing the last impediment from the market.

Anticipation of a banner spring season by nurserymen is a reflection of the current optimism of retail merchants in other fields since the turn of the year. Improvement in the final two months of 1954 has led to a positive optimism which is quite a change from the wavering predictions at the beginning of last year. The manner in which consumer buying was maintained at almost a record level in 1954, despite some falling off in employment here and there, has removed the apprehension of a year ago that the business readjustment might turn into a recession.

The sale of nursery stock is stimulated by the increased emphasis on merchandising in this field during the past few years. The owners of independent salesyards and garden shops concentrate their whole faculties on retail selling, without need of attention to problems of production. News of more such retail outlets appears constantly, adding to reasons for the expectation of brisk business in spring.

### FORESTALL THE WEATHER

The influence of the weather on the nursery business is not to be denied. It affects sales as well as production. As to the latter, something is done by aggressive growers, if only the installation of irrigating equipment.

But the retailer is likely to praise the spring weather when it is balmy enough to spur the public's purchasing, while he condemns it when it is so cold or rainy that it reduces buying enthusiasm. When the effect, good or bad, becomes apparent, it is too late to do much except talk about the weather, as Mark Twain said everybody did without acting on it.

The time for action, in the case of the retail salesyard operator—who is most affected by temperature or storm—is when the season begins. Then he should begin his sales promotion, whether by local newspaper advertising, circular mail or radio, so as to sustain the public demand without relying altogether on nature to bring out the buyers.

The home gardeners who have planned their spring plantings, whether carefully or casually, will risk or dodge showers to do their

buying. If the temperature is low, they may prepare for planting and then secure stock later.

By active sales promotion, the retail nurseryman can create more certain customers, so as to maintain his sales volume, come what may. If he does nothing in the way of early advertising, he can only blame the weather for a bad spring season when the fair-weather gardeners fail to appear.

### FUTURE MARKETS

As our federal Congress and state legislatures have begun their sessions in the new year, signs appear of what nurserymen may consider as affecting the future prospects of their business.

Not only has President Eisenhower proposed a highway construction program of \$50,000,000,000 in addition to other projects already formulated, but individual states have announced highway programs of more or less importance. Whether toll roads or free, these highways will require some amount of landscape development, and even if that development is only moderate, in comparison with the enthusiastic ideas of plant-minded persons, the size of the projects will add to a respectable total in the plant materials that will be employed.

Despite the extent of private home building, many public housing projects are still advocated. Classroom shortages have given rise to plans for considerable school construction, with the possibility of federal support in some areas. These and the construction of other public edifices reveal planting jobs in the offing.

Should private home building begin to subside, the state and federal projects will have more meaning to nurserymen. Some state associations, as well as the national organization, have begun working with government highway departments, so that inklings may be gained about the kind of trees and shrubs to be desired and so that they may be available when the market arrives.

MEMBERS of the American Association of Nurserymen, now in receipt of the 1955 membership roster, are pleased to see the names of owners, partners or corporation officials added to firm names for helpful reference.





Officers and directors of the Illinois State Nurserymen's Association. Seated, left to right, are Victor E. de St. Aubin, Sr., Addison, treasurer; Elmer Spencer, Springfield, vice-president; John Tures, Des Plaines, president, and Miles W. Bryant, Princeton, secretary. Standing, left to right, are directors William McReynolds, Mount Prospect; Edward P. Eickhof, Bensenville; J. C. Fiore, Prairie View; Roger S. Leesley, Libertyville, retiring president, and Henry Lohse, Dixon.

## Promote Planting at Illinois Meeting

A significant business session centering around the "Plant Illinois" program and a group of inspirational speakers featured the 39th annual convention of the Illinois State Nurserymen's Association, held January 10 to 12 at the La Salle hotel, Chicago.

A new departure in programming was tried at this convention. The Illinois state meeting opened on Monday of convention week instead of Tuesday, as has been the custom, and concluded on Wednesday instead of Thursday. Meetings of allied groups, heretofore held on Monday, were shifted to Sunday or, in the case of the mail-order association, to Tuesday morning. The board of directors of the American Association of Nurserymen, which formerly met just before the Illinois convention, this year met immediately after it.

The new system, designed largely to relieve pressure for hotel accommodations, seemed to meet with general approval. The drop in attendance routinely associated with the final (Thursday) session in former years was not in evidence, since all meetings this year were completed prior to the Wednesday evening banquet.

### Election of Officers

Elected to head the Illinois State Nurserymen's Association during 1955 at its annual business meeting, January 11, during the convention

at Chicago, John Tures, Des Plaines, was advanced from vice-president to president, and Elmer Spencer, Springfield, was named vice-president. Victor E. de St. Aubin, Sr., Addison, was re-elected treasurer, and Miles W. Bryant, Princeton, secretary. Serving 2-year terms as directors will be William McReynolds, Mount Prospect; Edward Eickhof, Bensenville, and J. C. Fiore, Prairie View. Remaining on the board will be Roger S. Leesley, Libertyville, retiring president, and Henry Lohse, Dixon.

Foremost in importance at the

### ILLINOIS PRESIDENT

John Tures, president of the Illinois State Nurserymen's Association, is in partnership with his brother Andrew in the firm of Matt Tures & Sons, Des Plaines, Ill. He has been in the nursery business for the past 25 years, beginning with his father and brother.

Born December 20, 1910, at Chicago, Mr. Tures attended Catholic parochial schools, a business school and the American Institute of Banking.

Besides having membership in the American Association of Nurserymen and being a past president of the Ornamental Growers' Association of Northern Illinois, Mr. Tures is active in Lions International, Knights of Columbus and the Holy Name Society. He is also police commissioner and is on the board of directors of the First Federal Savings & Loan, Des Plaines. He is married and has a daughter, Nancy Ann.

meeting was the "Plant America" committee report, presented by Roy F. Clavey, Deerfield, and augmented by Mr. de St. Aubin, co-chairmen of the committee. Mr. Clavey distributed copies of the 20-page "Plant Illinois" booklet and informed the members that 100,000 copies had been printed by the state of Illinois. He related that 50,000 copies will be circulated by the state department of agriculture under the direction of J. C. Borah, superintendent of plant industry, Springfield, while Illinois nurserymen will be required to distribute the remaining copies to the various civic organizations in the state. A motion was passed to appropriate the necessary funds from the association treasury to back up the "Plant America" committee in the distribution of the booklet. An amendment limited the amount to be spent to \$5,000. Mr. Clavey said the committee would meet immediately after the convention to plan the distribution and stated that the booklets are available through his office or that of Mr. Borah.

Mr. de St. Aubin emphasized the necessity of all Illinois nurserymen doing their part in distributing the booklet in their communities, for he believes if the nurserymen cooperate, the state would continue to print the booklet at its expense.

Mr. Borah informed the nursery-

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## N.L.N.A. Conference Debates Combination of Salesyard

Whether a salesyard may be made to work successfully in combination with a landscape nursery business was the topic of an informative debate at the winter conference of the National Landscape Nurserymen's Association, at Chicago, January 9. Rivaling that discussion in interest was a talk on "Landscape Design in Residential Developments," by William A. Dean, of Hill Homes, Inc., Des Plaines, Ill.

Graduating as a landscape architect from the University of Illinois in 1935, Mr. Dean was in private practice from 1944 until his concern with subdivision planting eventually led him to engage in home-building operations himself. Asserting that of the one million homes projected in the coming year, most will be erected in subdivision developments of several hundred homes each, he said nurserymen should be interested in proposals for selling nursery stock to plant these home developments, not only the avenues, parks and school grounds, but the individual homes as well.

Several methods tried under his direction were described by Mr. Dean. Since less than 1 per cent is spent by builders on plant material, it seemed obvious that if the homeowner could be induced to supply the labor, more plant material could be furnished for the same dollars. The results were package deals, whereby certain items of evergreens and shrubs were supplied for adorning the house fronts, with sufficient variety to lend attraction to the whole development. In another case, questionnaires were sent out, from which the homeowners' particular wants were developed, such as vegetable garden, play yard, etc., so that something in the way of individual planting plans could be provided.

In another case a landscape contest was conducted in a development of 500 homes, and \$5,000 was distributed in prizes. In the last instance, package deals were arranged with a local nursery, although contestants could buy their stock wherever they wished.

None of the plans proved ideal, and Mr. Dean urged that the nurserymen give attention to the subject, because he thought a solution of the problem would result in addi-

tional business to them, as well as an improvement in the appearance of home subdivisions generally.

He explained that the developer usually supplied large trees for parkway planting, as well as some smaller flowering trees for some of the home grounds, leaving only the development of the individual lots to the homeowners.

In conclusion he threw in the suggestion that school grounds be provided with planting plans so that a small arboretum might be planted from year to year by the pupils, who would thus come to be able to identify the trees of their area through association with them.

### Salesyard Operation

Homer K. Dodge, proprietor of the Framingham Landscape Co., Framingham Center, Mass., told of

the difficulties he encountered in operating a landscape service together with a sales ground. By a landscape service he meant the operation of the landscape nurseryman who takes a large share of the responsibility for creating a picture by planting the home grounds, selecting and arranging the materials more than does the customer. By a sales ground he meant more than just having a nursery open for retail sales; he had in mind a place of business aggressively attempting to attract larger crowds and to make more sales.

In the effort to make more sales in the latter operation, he thought reduced prices, loss leaders and competitive offers, not to speak of a less selective type of material, tended in the reverse direction from the principles of an ideal landscape service. The latter he regarded as more of a profession than a business, so that considerable profit should result from the personal services of the designer and from the operators carry-

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## Mail-Order Nurserymen Plan Future Activities

Mounting problems for mail-order nurserymen were reflected in the record attendance for a midwinter meeting when the National Mail Order Nurserymen's Association held a short morning session January 11, at the Hotel La Salle, Chicago, chiefly concerned with the program for the annual meeting, to be held at the same place August 8 and 9, and other plans for the future. President Tom Kyle introduced Jack Hanley, now the owner of the Bradley Nursery, Carbondale, Ill., who as chairman of the program committee sought suggestions from the members. The theme of the annual meeting program, next August, will be selling, and conspicuous speakers are expected to treat that topic. Public relations will be reviewed, with particular application to complaints, back orders and other mail-order nurserymen's problems, and it is hoped to have an executive from a big general mail-order house to throw light on this subject. Round tables will be provided again, with some topics of the previous year continued and some new ones added. Luncheons will be scheduled for both days, with relaxing speakers.

In expectation of increased parcel post rates, some nurserymen have

discussed the possibility of transporting their mail packages in bulk to central points in other areas, whence the packages would be mailed to customers. George Rose briefly reviewed the thinking on this problem done by the mail-order firms at Shenandoah, Ia. In conclusion he moved that a committee be appointed to study what had been done in this regard in other fields and to propose what might be done by nurserymen. The chair indicated an early appointment of such committee.

R. P. White, A. A. N. executive secretary, reported that sentiments in Washington, D. C., augured increases in postage rates, in spite of the opposition of commercial interests. He brought to the attention of the meeting the latest draft of proposed fair trade practice rules, completed after the three sectional conferences of the trade held under the auspices of the federal trade commission last summer and autumn. Some changes have been made from the drafts of the proposed rules earlier printed in this magazine, and it is expected that the revised version will be presented to the industry for consideration in advance of the

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# Eastern Nurserymen Hold Action-Packed Convention

By Marie M. Enberg

The 1955 convention of eastern nurserymen opened Tuesday, January 4, at 1:45 p. m. with a meeting of the New York State Nurserymen's Association at the Hotel Roosevelt, New York. Robert Auld, Auld's Delaware Avenue Garden Shop, Kenmore, N. Y., president for the past two years, was in charge of the state meeting.

He reported on the more important activities of the association during the past year. While the membership was approximately the same as in 1953, the financial condition had improved and the New York State Nurserymen's Association had given \$750 for research in horticulture. Three girls from 4-H Clubs had been sent to the Philadelphia flower show.

The "Plant New York" committee met last June and Mr. Auld gave special commendation to Howard P. Quadland for his outlining of a planting program. Howard C. Taylor, Rosedale Nurseries, Eastview, N. Y., is now chairman of the "Plant New York" committee.

Mr. Auld thanked the research and educational institutions for their help during the past year and particularly Dr. William E. Snyder, Cornell University, for his work on "Nursery Notes," the newsletter of the N. Y. S. N. A. Dr. Alfred Pridham, Cornell University, who usually carried on the work of writing and publishing "Nursery Notes," had been away on sabbatical leave

and Dr. Snyder had filled in for him.

The election of officers moved Charles Mouquin, Eugene Henri Mouquin, Glen Head, N. Y., into the presidency. Louis Weinstock, Poundridge Nurseries, Poundridge, N. Y., is vice-president, with B. B. Stangler, Land-O-Trees, Williams-ville, N. Y., re-elected as secretary-treasurer.

## Report on Insect Pests

Henry B. Little, director, New York state bureau of plant industry, reported on "Insects Old and New." A new pest, found this year for the first time, is the Kapahra beetle. This insect was imported sometime—the exact time is unknown—to the west coast from India. It is severe on all types of stored grain and seed products and has even been raised on burlap. There are infested warehouses in California, New Mexico and Arizona. New York state is much interested in the pest because the state buys large quantities of legume seeds from California.

Also new this year in New York state is the western tent caterpillar, hitherto not known east of the Rocky mountains. This is similar to the eastern variety, but is a more voracious feeder. It is controlled with DDT or other modern insecticides. It was in the caterpillar stage when found, which discovery, incidentally, was made by graduate students working on entomological problems at Cornell University.

White-fringe beetle, formerly found only in the south, has been found in the north for the first time. It was found by Frank Soraci, New Jersey bureau of plant industry, on sweet potatoes.

Four years ago a virus disease on laburnum was introduced on post-entry imported material. Coming in under postentry it was held in quarantine for two years. This virus is difficult to detect. The quarantine was extended to a third year and wherever there was any evidence at all of this disease in the third year, the material was immediately destroyed.

The plant industry bureau is continually scouting for oak wilt in the southern tier of New York state, where oaks are prominent. Mr. Lit-



Charles Mouquin  
[Elected New York Association President]

tle was glad to report that there is not yet any evidence of oak wilt in New York state although it has been found in neighboring Pennsylvania.

The gypsy moth, found in New Jersey, at the eastern edge of Catskill mountains and south of the Mohawk river, will not be too much of a problem to the average nurseryman because of spray programs. The amount of control given by the conservation bureau, however, depends on the funds available.

The golden nematode, affecting potatoes and tomatoes on Long Island, is being effectively controlled.

The bureau of plant industry requests as a preventive measure that all balled and burlapped stock be shipped on Long Island in new burlap.

Mention should be made here of the tremendous amount of work and time involved in isolating these pests and diseases. When, for example, an insect is found, it must be identified absolutely and beyond any doubt. To carry on this work the insect is put, alive, in a sealed jar and sent to the National museum or sometimes to Cornell University for identification. Proper identification of the insects means growing them through each stage of development. This is particularly true of new insects and is a time-consuming job.

## Mist Propagation Research

Dr. William E. Snyder, Cornell University, spoke on his work on "Mist Propagation Research with practical Application to the Propagation of Softwood and Evergreen Cuttings." His report was based on projects carried on at Cornell during the past three years. Charles Hess collaborated with Dr. Snyder



Raymond P. Korbobo  
[Speaker at Eastern Convention]



in the work, upon which an article appeared in the December 15, 1954, issue of *American Nurseryman*. Dr. Snyder used slides to describe the plants' absorption of water. He explained that the more leaves left on a plant, the faster the plant will root; hence, it is, of course, advisable to keep as many leaves on plants as possible. Plants are composed of 55 to 95 per cent water, and the loss of as much as 15 per cent of the water can destroy a plant. The maintenance of turgidity of the plant is necessary.

Dr. Snyder showed a machine to control mist. It has an electronic control system, which is weather sensitive and works continuously. It uses less water than any other type of control system.

It has been found that diseases and insects are at their minimum under mist conditions.

Dr. L. H. MacDaniels, head of the department of floriculture and ornamental horticulture at Cornell University, outlined other work being carried on at Cornell and also pointed out the lack of facilities which greatly hampers work on other projects.

Cornell is overhauling its landscaping course, Dr. MacDaniels reported, and, in addition, the New York State College of Agriculture is greatly interested in the nurserymen and their problems.

Dr. A. J. Heinecke, director of the Geneva experiment station, told of its work, which has been largely devoted to fruit trees. He told of success with cherry trees and that the scientists have indexed trees free

from virus. He supported the view that fall-planted trees are better than those planted in the spring.

Carl Wedell, head of the department of horticulture, Long Island Agricultural and Technical Institute, Farmingdale, N. Y., reported for Dr. Halsey Knapp, director of the institute. Registration is expanding at Farmingdale and 90 freshmen were admitted this past semester. The school now gives \$3,000 in graduate student fellowships. Container culture, mist irrigation, mulch and polyethylene propagation projects are being carried on. Chrysanthemum trials have been enlarged and 325 varieties have been in bloom in the trial gardens. The school has added many rhododendrons, camellias and orchids, and a new taxus collection is being started.

Robert Kessler, State University Agricultural and Technical Institute, Alfred, N. Y., reported on the 2-year courses available there. He told that the soil conservation service nursery, Big Flats, N. Y., was now a part of the school. It is hoped to obtain a large greenhouse range and trial grounds soon at Alfred.

The next gathering of the convention was the annual reception and cocktail party at 6:30 p. m. in the Palm room. This affair is the outstanding social get-together of region 1 for the entire year. At least 400 attended this most successful and biggest of all such gatherings since its inception some six or eight years ago. Drinks, hors d'oeuvres and canapes were better than ever

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## Wins Award for Highway Beautification

During the convention of eastern nurserymen, the New Jersey Association of Nurserymen presented an inscribed silver tray to Oliver A. Deakin, engineer of parkway design, New Jersey highway authority. The tray was an expression of appreciation on the part of the New Jersey nurserymen for Mr. Deakin's ability in landscape design and his efforts which were responsible for the beautifully landscaped areas along the 165-mile Garden State parkway, New Jersey's latest bid for the best in highway design.

The inscription on the tray reads: "Special Award to Oliver Anson Deakin, Parkway Engineer, Garden State Parkway, for Courageous Adherence to High Standards of Parkway Design. From New Jersey Association of Nurserymen, 1955."

Mr. Deakin was born in Brooklyn, N. Y., and has spent nearly his entire life as a resident of South Plainfield, N. J. He received his early schooling in that town. From 1925 to 1929, he was a student at the Rutgers University college of agriculture and received his bachelor of science degree in agriculture with landscape gardening as his major. His was the first class to graduate from the course in landscape gardening.

Russell Bettes, president of the New Jersey Association of Nurserymen, who presented the silver tray to Mr. Deakin, was also in the same group of graduates. Both of them went on to the Harvard graduate school of design and received their masters' degrees in landscape architecture.

Since then Mr. Deakin has held

important posts in many key organizations throughout the country and has been active in furthering the cause of good landscape planting and design. He has been active in



Oliver A. Deakin

private landscape firms, the United States forest service, the Blue Star Memorial Council, the South Plainfield planning board and others. He is a fellow of the American Society of Landscape Architects.

He exerted considerable influence in the design of the New Jersey parkway. In planning the parkway, he gave careful consideration to existing topography and landscape features, such as streams, woodlands, meadows and outstanding native growth. The new roadway profiles were fitted closely to the existing ground surface to preserve the natural beauty and to reduce the height of cuts and fills to the minimum.

## ON MEDITERRANEAN TRIP



Allen J. Hankele, owner of the Alanwold Nursery, and Mrs. Hankele, a former doctor of pathology, Neshaminy, Pa., on promenade deck of steamship *Excalibur*, of American Export Lines, on 45-day Mediterranean cruise. They are visiting Spain, France, Italy, Egypt, Lebanon, Turkey, Syria and Greece before returning home in late February.





Ralph Skinner, Topeka, Kan., fifth from left, retiring president of the Western Association of Nurserymen, congratulates the new president, Eugene Wilson, Kansas City, Kan. Looking on are other Western association officials, from left to right, C. C. Smith, Charles City, Ia.; Darrell Holmes, Shenandoah, Ia.; Howard Edmondson, Arlington, Neb., and Howard Doman, Ottawa, Kan., all directors; Catharina Asjes, Kansas City, Mo., secretary-treasurer, and Jim Danbury, Overland Park, Kan., director. The association held its 65th annual convention at the Hotel Muehlebach, Kansas City, Mo., January 4 and 5.

## Salesmanship Western Meeting Theme

By John J. Pinney

More and better salesmanship for the nursery business was the theme of the 65th annual convention of the Western Association of Nurserymen, held at the Hotel Muehlebach, Kansas City, Mo., January 4 and 5.

The attendance of 165 from 13 states was the largest recorded in many years. A feeling of optimism was apparent throughout the sessions, indicating a good season ahead for the industry.

Officers elected for 1955 are president, Eugene Wilson, Holsinger Nursery Co., Kansas City, Kan.; vice-president, Hugh Steavenson, Forrest Keeling Nursery, Elsberry, Mo.; secretary-treasurer, Catharina Asjes, Roschill Gardens, Kansas City, Mo. To the executive committee were elected the immediate past president, Ralph Skinner, J. H. Skinner & Co., Topeka, Kan., and Darrell Holmes, Mount Arbor Nurseries, Shenandoah, Ia.

### Business Profits

After the meeting was called to order by President Ralph Skinner, the invocation was given by Joe Houlihan, Creve Coeur, Mo. After the reading of the minutes of the past meeting, the secretary-treasurer's report and the introduction of new members, the program began with a talk by Ernie Durrant, Durrant Nurseries, Grand Rapids, Mich., entitled "A Business Must Be Profitable to Be Alive."

Mr. Durrant began by comparing the nursery business to other types of business. A chain grocery with an

average markup of 20 per cent made a net profit of 1 per cent. An electrical appliance business made a 23 per cent net profit on a markup of 30 per cent. A retail clothing store earned 4 per cent net profit on a markup of 33½ per cent. In all instances, the markup was based on the selling or retail price.

Because the turnover in the nursery business is slow compared to most other lines of business, the percentage of markup must be much

greater to earn the same percentage of profit.

A small but profitable landscape business, cited by Mr. Durrant, had an average markup of 56 per cent on nursery stock. Another nursery which did a volume of \$114,000 earned a net profit of 9 per cent. But many nurseries, Mr. Durrant stated, earn as little as 2 or 3 per cent on their volume of business, and it is likely that if the profit were figured on investment, it might be even less.

Nurserymen need to know more about costs so they can price their products high enough to insure a reasonable profit. After concluding his talk, Mr. Durrant projected on a screen several forms that he uses in his own business to determine costs.

### Social Security

"Social Security as It Is Today" was presented by Hugh P. McTernan, manager of the Kansas City district, Social Security Administration.

Beginning January 1, 1955, 3½ million farmers, including self-employed nurserymen, came under the provisions of the social security act for the first time. Participation begins when a farmer or nurseryman earns \$400 or more per year. Participation is mandatory. An agricultural employee comes under the act when he earns \$100 or more in cash in any one year. Nurserymen should not wait until the end of the year to determine if an employee has

### NEW WESTERN PRESIDENT

The new president of the Western Association of Nurserymen, Eugene Wilson, is in partnership with his father, Laurence E. Wilson, at the Holsinger Nursery Co., Kansas City, Kan. Founded about 1900 by Maj. Frank H. Holsinger, Eugene Wilson's grandfather, the firm is engaged in retail and landscape business, covering 60 acres of growing stock, with office and salesyard.

Mr. Wilson graduated from Kansas State College, Manhattan, in 1937 and was a member of Phi Delta Theta social fraternity. He then attended naval communications school at Harvard University and served as naval lieutenant in World War II and as communications officer in the Pacific theater.

Besides being a past president of the Kansas City Nurserymen's Association and the Kansas Association of Nurserymen, Mr. Wilson has served two terms on the board of governors of the American Association of Nurserymen. He is also a member of the Rotary Club, of Kansas City, Kan., and the Rosedale Post, American Legion. Mr. Wilson and his wife, Sue, have one son, David, age 10.

## HEADS NEBRASKA GROUP



Mort Cooper, landscape architect for Plumfield Nurseries, Inc., Fremont, Neb., is the new president of the Nebraska Association of Nurserymen. He has been associated with the firm since his graduation from Kansas State College, in January, 1951. Plumfield Nurseries, established 65 years ago, specialize in lining-out evergreens and forest tree seedlings. Born and raised near Monticello, N. Y., Mr. Cooper is a World War II veteran, with service in the navy. He is 27 years of age, married and has two children.

qualified before deducting the employee's share of the tax. It should be deducted every time wages are paid, and then it can be refunded at the end of the year if necessary. If it is not collected from the employee and he has been paid \$100 or more in cash by the end of the year, the employer is still liable for the tax and may have to pay it out of his own pocket.

A. F. Waltzinger, general sales manager for Eastern Venetian Blind & Machine Products Corp., Baltimore, Md., presented a vital analysis of the principles of selling as applied to the nursery business.

"The principles of selling any kind of merchandise are the same," stated Mr. Waltzinger. "All merchandise has to be sold to get it off the shelf, and it must be sold at a profit. Volume will not take the place of profit. Selling is hard work, but not complicated. There is no sales campaign that will fit all merchandise, but some kind of program will fit the nursery business."

Then Mr. Waltzinger proceeded to analyze a sale, dividing the process into six different steps:

1. Favorable attention. Emphasis is on favorable, because the prospect must be put in the proper mood to listen attentively to the nurseryman's story.

2. Interest. This can be called

the nth degree of favorable attention. It is the thing that holds the attention after it has been secured.

3. Desire. The prospect must be made to feel that he wants the product; that it is something he would like to possess.

4. Meeting of the mind. This is a state of mind in which the prospect's desire for the product is greater than for the dollars it costs.

At this point Mr. Waltzinger stated that too often when the sale is made and the goods delivered, the transaction is considered complete, but two important additional aspects of a sale should be considered:

5. Satisfaction. It is important that the customer be satisfied with what he has bought. It should accomplish that which originally created the desire.

6. Confidence. When a product gives satisfaction, the purchaser has confidence in the firm from which he bought it.

Without these last two phases of a sale, the seller has not created customers, but must go out to find others to take their place.

Mr. Waltzinger stated that the number of sales that one makes is in direct proportion to the number of intelligent exposures to sale. By that is meant properly presenting the product to prospective buyers. The media to accomplish this are salesmen, catalogs and radio, magazine and newspaper advertising. No one can use all methods, but trial will reveal the best for one's business.

A. L. Dye, manager, Credit Bureau of Greater Kansas City, Inc., Kansas City, Mo., spoke on credit bureaus and their place in modern business. He described how the credit

bureau protects the businessman, and he pointed out the possibilities which are open to nurserymen.

Mr. Dye stated that oftentimes a new homeowner must resort to credit for 30 to 60 days and, in many cases, an installment payment in order to take care of lawn and landscaping work. It is often difficult for the individual businessman to carry on a credit business because of capital requirements. Mr. Dye explained that it is possible to carry the necessary papers oneself, borrow on the notes that one has or go to a finance company in order to carry through with the credit plans.

He stressed that it is extremely important to obtain full information on credit customers in order that the credit bureau can establish whether or not the customer is eligible for credit and, if so, the length of time permitted for payment.

Mr. Dye emphasized that it is important to state at the contract time whether or not a complete guarantee will be given in the case of a plant's dying before the entire account is paid. Without a guarantee, the customer would not be justified in holding up payment until the adjustment is made and legal action could not be taken.

Collections are about as high as a year ago, but more effort is required now. Mr. Dye further stated that as collections become more and more difficult, it is important to follow a definite routine in obtaining them. If no results come from the regular collection calls, statements and follow-ups, it is wise to give the account to a credit collection agency.

Mr. Dye said that credit bureau records follow moves that an indi-

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## Wagoner Opens Branch Nursery



C. D. (Bill) Wagoner, owner of Wagoner Nurseries, Hutchinson, Kan., has opened a branch nursery at Lyons, Kan., where a large planting of evergreens was made several years ago in preparation for the addition. The building, containing office and display room, is 12x28 feet, of aluminum painted white. It has fluorescent lighting and is heated with an automatic gas wall furnace. The window sign is neon. Adjoining the office is a lath house, 16x50 feet, also painted white. Two rows of display bins are separated by a cement walk down the center. Besides nursery stock, bulbs, lawn seeds and sprays are sold. The manager is Floyd E. Holland.



In the picture above are some officers of the Iowa Nurserymen's Association. Left to right, Bill Collins, retiring president; Dean Platt, vice-president; Earl Ferris and Clyde Heard, directors.

## Varied Iowa Program

By Dean Platt

Main topics of interest at the 34th annual meeting of the Iowa Nurserymen's Association were new plant introductions, improved methods of propagation, merchandising and pricing. The meeting was held January 6 to 8 at the Hotel Kirkwood, Des Moines.

Elected as association officers were president, Donald W. Moffet, Mount Arbor Nurseries, Shenandoah; vice-president, A. Dean Platt, Platt's Nursery, Waterloo, and secretary-treasurer, W. H. Thomas, Lake's Shenandoah Nurseries, Shenandoah.

Keynote speaker of the program was Dr. A. C. Hildreth, superintendent of the Cheyenne horticultural field station, Cheyenne, Wyo., who has done outstanding work in the development of a hardiness in many of the better plants. One of the worthwhile items mentioned was *Pinus edulis*, the pinion pine, which

is the best of the ornamental pines for the area in and around Cheyenne. Mr. Hildreth is known for his fine work in the development of hardy strains in the chrysanthemum and dianthus families. In the fruit line, Cheyenne No. 2 and Sioux, both June-bearing strawberries developed by Dr. Hildreth and his associates, have now been introduced to the trade. Either berry is capable of withstanding Wyoming's rigorous winters without excessive covering. This station has produced an excellent bush pumpkin and several new squashes.

In the field of propagation, Dr. J. P. Mahlstedt, Iowa State College, brought the members up to date on the latest developments in mist propagation, which seems to be of considerable value to large and small nurseries alike. In this discus-

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## IOWA LANDSCAPE MEETING

New plant introductions were featured at the second Iowa landscape conference, held at Iowa State College, Ames, January 5. Many little-known, yet worthwhile plants were shown on slides and described by Jacob Gerling, superintendent of building maintenance, parks and playgrounds, Rochester, N. Y.; Les Sjulín, Inter-State Nurseries, Hamburg, Ia., and A. F. Dodge, agronomist, Iowa State College.

Mr. Gerling talked of the fastigate and columnar type maples, flowering trees and interesting dwarfs. The slides also included many of the conifers normally not found in the nursery trade.

Les Sjulín, who has spent much of his time in the past following the latest developments in shrubs, trees and vines, had many worthwhile suggestions regarding their adaptability to present-day landscaping. Among these newly discovered plants are a dwarf caragana found by Dr. Skinner, Dropmore, Man., Canada; *Viburnum trilobum* Leslie, which grows 24 inches tall and produces bright red berries; a yellow-leaved barberry from Morton Arboretum, which holds its color well into the fall, and a hardy *Weigela rosea*, also found by Dr. Skinner.

Also included in this session was a discussion by A. V. Keller, A. V. Keller Nursery Co., Des Moines, Ia., who described his business of dry wall construction, which he has carried on successfully during the past. It was most interesting to the group to hear Mr. Keller tell the various methods of laying and cutting stones and constructing the wall. This presentation was supported by Kodachrome slides which illustrated fully the type of work Mr. Keller has done and the success of his construction program.

Of interest to many was the discussion on farm windbreaks, by Richard B. Campbell, extension forester, Iowa State College. Mr. Campbell stressed the importance of selecting evergreens and trees suited to existing soil conditions when planting farm windbreaks.

During the morning session, Harold Parnham, Robinson & Parnham, landscape architects, Des Moines, Ia., spoke on "A Landscape Plan at a Profit." In this discussion, Mr. Parnham urged nurserymen to do everything possible toward educating the public to an appreciation of fine landscaping, and he also urged every nurseryman to establish a definite policy of charging for his plans.



Shown here are some speakers who were featured on the program at the Iowa convention. Left to right, Dr. H. M. Harris, Iowa State College; Kenneth Haysler, Clover-set Flower Farm, Kansas City, Mo.; Dr. John Mahlstedt, Iowa State College; Clark Kidd, Arp Nursery Co., Tyler, Tex.; L. C. Ihrke, D. Hill Nursery Co., Dundee, Ill.





O. A. Ogden, standing, second from left, vice-president, National of Hartford Group of Insurance Companies, Hartford, Conn., receives industrial "Plant America" award from Dr. Richard P. White, also standing, executive secretary of the American Association of Nurserymen. Looking on are Allen Peck, extreme left, National of Hartford grounds superintendent; George Tuoti, right of Dr. White, Tuoti Landscape Co., Ridgefield, Conn., new president of Connecticut Nurserymen's Association, and Peter Cascio, extreme right, West Hartford, Conn., whose firm did the prize planting job. In right foreground with back to camera is W. S. Burt, National of Hartford advertising manager. Presentation took place at C. N. A. meeting.

## Connecticut Elects Tuoti

By Arthur C. Bird

The members of the Connecticut Nurserymen's Association honored the memory of Arthur E. Webster at their 48th annual meeting, January 4. Over 150 members and guests attended the meeting, at Waverly Inn, Cheshire, and during the morning session honored Mr. Webster with two minutes of silent prayer. He was then awarded posthumously a framed certificate naming him the man of the year for 1954.

George Tuoti, Tuoti Landscape Co., Ridgefield, was elected president, to succeed Robert McNeil, Cromwell. William Vittner, Vittner's Gardens, Rockville, was elected vice-president, and Arthur C. Bird, Sr., Bristol Nurseries, was elected secretary-treasurer for the 13th consecutive year. Four members elected to the executive committee for one year were Robert McNeil; Warren Richards, Sr.; Ludwig Hoffman, and Bruce Vanderbrook.

Immediately following the luncheon Dr. Richard P. White, executive secretary of the American Association of Nurserymen, presented "Plant America" awards in the industrial division to O. A. Ogden, representing National of Hartford Group of Insurance Companies, and to Peter J. Cascio, West Hartford,

the nurseryman who did the planting for National of Hartford. L. A. Geiffert, the winning landscape architect, was not present to accept his award.

The retirement of Max Zappe from the staff of the Connecticut agricultural experiment station was announced, to take effect in the spring. Mr. Zappe has had charge of nursery inspections for almost 50 years, and his many friends in the nursery industry will miss his smiling personality. As a token of their esteem the members of the association gave Mr. Zappe a spinning reel, as it was learned that he intends to do a great deal of fishing.

Beautiful mahogany plaques with bronze plates suitably inscribed were awarded to five 4-H Club members, winners in the home beautification contest conducted each year by the C. N. A.

Peter Cascio called attention to the "Friends of the Arnold Arboretum Society," and after he explained the purpose of the group many of those present joined the group.

George Yarwood, landscape architect, Thomas Desmond Associates, Simsbury, spoke about the new law in California requiring the registration of landscape architects. Mr.

Yarwood explained that a similar law might be beneficial in Connecticut and asked the association to consider supporting it when presented.

An interesting half-hour talk on soil building and how present health laws hinder nurserymen was given by Stanley Bulpitt, Darien. Mr. Bulpitt explained how up-to-date compost piles did not give off odors nor attract flies, but that antiquated health laws prohibit the piling of manure and compost. He urged that something be done to bring these laws up to date.

### TULSA, OKLA., NOTES

Tulsa nurserymen are looking forward to a good spring business, now that rain and snow have relieved surface dryness. More moisture is needed, however, to insure a good growing season.

The storm of December 27 to 29, 1954, penetrated the earth to a depth of one to five feet, depending on the location, the type of soil and its tilth. It brought 1954's rainfall up to 24.44 inches, which still is 13.24 inches below normal, making 1954 the fourth driest year in the history of the Tulsa weather bureau. Because 1954 followed two other dry years—1953 with a deficit of 1.22 inches and 1952 with a 12.80-inch deficit—the accumulated deficit was 27.26 inches for the 3-year period. Consequently, the subsoil was dry to a great depth, at least in the upland areas. Experienced nurserymen say they have never seen it that dry. The recent storm has changed the outlook, which will improve further if more moisture is forthcoming.

Louis Cummings reports that James Dillon has bought the interest of Mr. Cummings' former partner, J. R. Fox, in the Owasso Nursery & Landscape Co. The firm is constructing a new lath house, 30x80 feet, which will be completed in time for spring use. Mr. Dillon recently returned from a trip to California.

Biles Nursery built a new 10x14-foot office recently.

R. C. Vollenhine, Tulsa Landscape Nursery, is offering a new service to patrons—the installation of sprinkler systems.

Hunter & Sons Nursery is building a new office north of Cinn drive and a lath house measuring 200x200 feet.

Mrs. Higgins, who worked in the office of the Thomas Landscape & Nursery Co. for the past 18 years, has retired because of poor health and is living with her daughter at Casper, Wyo. R. W. C.





Members of nursery industry congratulate Gov. Allan Shivers of Texas for his efforts in behalf of "Plant Texas" campaign. With the governor are, left to right, L. J. Hilscher, Hilscher Nursery & Florist, Fort Worth, Tex.; J. B. Baker, Jr., president, American Association of Nurserymen, Baker Bros. Nursery, Fort Worth; Gene Howard, president, Texas Association of Nurserymen, Howard's Montopolis Nursery, Austin, Tex.; Howard P. Quadland, public information office, A. A. N., New York, and R. C. Aldridge, second vice-president, T. A. N., Aldridge Nursery, Von Ormy, Tex.

## Begin "Plant Texas" Drive

By George M. Fisher

Texas, as the 29th state to join the "Plant America" program, launched its "Plant Texas" campaign the night of January 7 with a kickoff banquet held in the Terrace room of the Adolphus hotel, Dallas.

Nearly 400 nurserymen, conservationist leaders and representatives of different civic groups and organizations throughout the state of Texas were in attendance to assist in starting the program.

Sponsors of the Texas planting program include John C. White, state commissioner of agriculture, who will appoint an executive committee for the program. Assisting in planning the kickoff banquet were members of the Fort Worth Beautification Committee, the Greater Dallas Planning Council, the Texas Association of Nurserymen, the Tarrant County Nursery Association and the Nursery and Landscape Association of Dallas.

The lobby and Terrace ballroom of the Adolphus hotel were decorated for the occasion by the members of the Nursery and Landscape Association of Dallas. Blooming azaleas, camellias and hyacinths were featured in the decorations, framed with foliage of Camellia sasanqua shrubs and large specimens of live oak trees, transforming the banquet room into a veritable garden setting.

The local committees appointed by Gene Howard, president of the Texas Association of Nurserymen, to handle the banquet and kick-

off program were headed by Steve Dodd, manager of Cabell's Greenhouses, Inc., Dallas, as general chairman. The program chairman and able master of ceremonies at the banquet was Charles E. Cook, Dallas, representative of Vaughan's Seed Co., Chicago.

Full endorsement of the program was given in the opening remarks on the program by the mayors of Fort Worth and Dallas, with Mayor R. L. Thornton of Dallas giving the address of welcome and Mayor Edgar Dean of Fort Worth the response.

### Keynote Address

Following the introduction of distinguished guests from all over the state, who were present because of their interest in the program, C. J. (Jim) Lauden, Consolidated Nurseries, Inc., Tyler, presented the keynote address to the guests on the "Details of the 'Plant Texas' Program."

Mr. Lauden, member of the board of directors of the American Association of Nurserymen, stated that the principal objective of the campaign is to make Texas a better place in which to live and to make its cities more beautiful. He stated that industrialists are conscious today of living conditions and the beauty of a city's surroundings when selecting factory sites and that they recognize the value of landscaping for the homes of their workers.

He also stated that "Plant Amer-

ica" is not new but age-old and has been a factor throughout the country's history. He cited that after the Civil War the governor of Georgia proclaimed a "plant" campaign to remove the scars of war and bring back the beauties of nature to the lives of the people. Further objectives of the program are to conserve the land as our most priceless heritage and to make for community improvement. In closing, the speaker said that the growing of things is every man's innate heritage and joy, and he who plants a tree will be blessed by faces that never saw him.

Mr. Lauden then introduced the sponsor of the "Plant Texas" program and the honored guest, who represented the governor, John C. White. Mr. White read the official proclamation of the governor of Texas, Allan Shivers, initiating the "Plant Texas" program and designating the month of January as "Plant Texas Month." Mr. White presented the proclamation to Gene Howard, Howard's Montopolis Nursery, Austin, president of the T. A. N., who gave a response.

### Presents Landscaping Awards

At this point in the program, J. B. (Bob) Baker, Jr., Fort Worth, president of the A. A. N., was introduced. He spoke on the value of landscaping and beautification in industry and the basis of the national association's annual award competition for outstanding industrial landscaping. He stated that out of the total of 26 national awards presented this year by the A. A. N., six will go to Texas firms. He proceeded to present five awards to the representatives of the Texas firms and a special sixth award. Firms and their representatives receiving these awards were as follows:

American Liberty Oil Co., Dallas, Don F. Rowland.

Ray Oil Co., Dallas, G. F. Ray, Jr. Neiman-Marcus Co., Dallas, Ed Rose.

Town House Motor hotel, Dallas, Mrs. Walter Steely.

Prudential Insurance Co. of America, Houston, J. N. Killeher.

The special award was presented to James H. Stewart, vice-president and general manager of the State Fair of Texas, for landscaping and beautification of the Pacesetter home on the state fairgrounds, in 1954. This model home received national recognition for construction and landscaping. The landscape architect who worked with Mr. Stewart on this presentation, Ar-

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New officers of the North Carolina Association of Nurserymen. Left to right, Ralph Shannon, Pinchurst, secretary-treasurer; R. A. Fowler, Raleigh, president; Robert Gibson, Asheville, vice-president. At right is Glenn Gilmore, Jr., Julian, retiring president.

## North Carolina Course Draws Large, Enthusiastic Group

*By Howell Stroup*

A large and enthusiastic group of nurserymen turned out for the North Carolina nurserymen's short course, held January 9 to 11 at North Carolina State College, Raleigh. The first event on the program was a buffet supper sponsored by the North Carolina Association of Nurserymen, held the evening of January 9.

An association directors' meeting followed the supper, in which plans for the ensuing year were discussed. The extension service is planning six short courses to be held in various sections of the state to acquaint more nurserymen with the service. It was felt that, because of the size of the state, this method would enable more to participate.

The extension service plans to use the trial grounds at the college for annuals and perennials. These grounds are already being used for testing roses.

The two tours already taken have been so successful that more are planned. One covering the northeast section is planned for early next summer. The Southern Nurserymen's Association is meeting at Asheville in August, and plans are being made for a North Carolina night. These plans are incomplete as yet, but will probably include a supper and entertainment to be furnished by the North Carolina association.

The directors voted to join the North Carolina Roadside Association, which is dedicated to the beau-

tification of roadsides and especially the approaches to the cities and towns of the state.

Quarantine regulations were discussed, notably the idea of importation of plants in peat moss. The members felt this was a hazardous enterprise, as they fear it will result in the introduction of new diseases.

The course opened in the morning of January 10 in Kilgore Hall, with Prof. M. E. Gardner acting as moderator. There were 60 members present.

The welcome address was made by Dr. R. L. Lovvorn, with the response by the president of the North Carolina Association of Nurserymen, Glenn Gilmore, Jr.

The first speaker on the agenda was Robert Marvin, Wildwood Nursery, Walterboro, S. C., who spoke on modern landscape trends. He traced landscaping methods through various eras, starting with Europe in feudal times. Then, large manors were maintained by a host of servants, including outside help that tended the spacious yards and countless plants. These yards were perfect in design, and many houses were famous more for their outward appearances than for hospitality.

The servants, tiring of their rigorous lives, rose against the nobility and in the ensuing social upheaval the formal way of life was lost; thereby were destroyed arts of landscaping which still have not been rediscovered in their entirety. Several

gardens in South Carolina were established in the formal pattern many years ago. Two have survived, the Middleton gardens, which are still formal, and the Magnolia gardens, since changed to an informal style.

### Plant Progress of the Victorians

In the Victorian era much progress in horticulture was experienced. New plants appeared and many new processes of propagation were discovered. Beautiful plants they were, but they were used just as covering for the bare spots and spread in haphazard fashion around the grounds. The true art of design in landscaping was lost between the two eras described.

The modern trend was gradually established as the size of houses lessened and yards diminished. Owners of these homes had to move their recreational facilities to the outside, necessitating patios and the like to take the place of the spacious ballrooms of the older era. This led to a change in the concepts of landscaping. Picture windows came to be used in smaller homes, apparently copies from the old-type bay window. These were used on the west coast, where beautiful views of the ocean were seen through them, and later adapted to smaller homes with no view. The landscape man had to provide a view for these homes, necessitating more design changes.

With all these ideas in mind a landscaper had to have a more flexible plan. On a small lot three areas have to be considered: The service area, the entrance area and the recreational area. All members of the family are interrogated to ascertain their ideas as to the scope of each area.

In a back yard viewed from a picture window the landscape man should feature one point of interest with all minor points accentuating this center. This could be a tree, some special plant, birdbath, pool, etc. A third of the foundation plants should have the same-size leaf, using no more than three or four varieties as a maximum. By advantageous use of plants the house can be made to appear longer, narrow, higher, lower, nearer to or farther away from the street. Colors can be used also in this scheme.

This knowledge by the landscape man should be explained to the homeowner, and it should be emphasized that such plans have improved his property both in appearance and serviceability to the extent that the price attached to such a service is

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## Pointers on Propagation

# Propagation Failures

By James S. Wells

At the recent plant propagators' meeting a good friend of mine came up to me and said, "Wells, how is it that we never hear anything about your failures? Are you such a good propagator that you raise every plant you work with?" To this, of course, I had to answer a most emphatic "No." On further consideration, it seemed to me that his criticism was well taken and that it might be of some value if I commented on a few of the many failures which I have had in my work of plant propagation.

### An Early Failure

The first one that I can clearly recall was at the age of 8 and concerned a plant of *Impatiens sultani* which I then knew under the common name of balsam. In going to and from school, I made friends with an old lady whose cottage I passed each day. The main interest was, undoubtedly, a piece of cake which she invariably gave me when I called to see her. In her window she had a splendid plant of this *impatiens* which she used to water with cold tea and called her "tea plant." I was so envious that she rooted me a piece, and, eventually, after much watching, it was finally ready for me to carry home, which I did with great pride and pleasure. Anxious to grow a plant as large as my friend's, I asked my father what fertilizer I could give it, and he suggested a small pinch of sulphate of ammonia. My small pinch was a teaspoonful, and I was horrified the next morning to come down and find my treasured plant flat on top of the pot, and, of course, quite dead. From that time onward, I have had serious doubts as to the value of sulphate of ammonia, the experience with which still remains with me, as does the keen remembrance of the desolation I felt on looking at my dead plant.

Now, the purpose of this small story is to illustrate my first group of errors which I have termed "failures due to errors of judgment." The second group I have termed "failures due to lack of knowledge," and perhaps these two could, with advantage, be taken together, although this is not strictly correct. The plant which I treasured as a small boy

was killed by an error of judgment on my part, and, unfortunately, from that time on I have not ceased to make errors of judgment which are, I am afraid, inevitable when one is dealing with such a variable thing as a living plant.

### Errors Due to Faulty Timing

I believe that errors of judgment center mainly around the vexed question of timing, and any of you who have propagated plants will know how extremely important this matter of timing is. In fact, in all our discussions in the past on the propagation of various plants, you will, I think, find that I have placed this factor at the head of the list, because no amount of skill or aids in propagation can overcome an original fault of timing. I believe that timing is of far greater importance than many growers realize, and this was brought home to me most forcibly this year in relation to our work on junipers of various kinds.

In a recent article (November 1 issue of *American Nurseryman*) dealing with the propagation of Pfitzer juniper, I recorded the variable results that we had obtained from potting rooted cuttings at the wrong time in late spring and early summer. From this, it seemed clear that the Pfitzer junipers in particular are critical in their timing requirements and that optimum results can

be obtained only if we manipulate the cuttings, moving them from the bench into pots, bands or field beds at just the right time. This correct time can be best summed up as being a point at which the roots are in active growth and a fair amount of active growing time is still ahead of the cutting.

There are few plants with which we nurserymen deal which continue in active growth from spring to autumn. Growth takes place in a series of cycles of activity followed by periods of rest. If we should chance to move our plants toward the end of one of their active periods of growth or perhaps at the onset of a period of rest, we can expect higher losses than would be so if we moved the plants at the beginning of an active period of growth.

### Another Failure

Now, no doubt this fact should have been clear to me from the results we obtained in potting our Pfitzer juniper cuttings, as reported in the earlier article. But the full implications of this matter of timing were not understood, and, as a result, we ran into another failure. The word failure is, of course, relative, and, by using this word, I do not mean to infer that we had a disaster, but, to me, even 10 plants lost out of a batch of 1,000 is a modest failure. I think all propagators attempt to grow all the plants with which they work. That none of us succeeds is obvious, but we still keep trying.

To come back to the junipers, it has been our practice, as is the case with almost all other growers, to lift our *Juniperus chinensis* understocks



The first satisfactory crop of *Rhododendron* Dr. H. C. Dresselhuys produced on its own roots. Seven years of testing and approximately 400 complete failures preceded the successful rooting of these plants.



in October after they are completely dormant and have experienced one or two frosts. The seedlings are lifted from the seedbeds, graded, trimmed to cut back the tap root and slightly reduce the top growth, and then are potted and placed in a moderate temperature in the greenhouse to induce new root action. When potted at this time, the seedlings are completely dormant. After a modest rest period of perhaps three or four weeks, active growth will commence on the roots, and, within two months, the understocks are well rooted. Grafting can then commence sometime in December. This is the normal procedure, but this year, being well ahead with our work, we thought that we might try to do the job a little earlier.

To be absolutely sure, we lifted a few understocks in the middle of August, potted them, put them outside under heavy shade and carefully watered and tended them. The plants were in active growth and immediately took root and grew well. Within three weeks it was apparent that these test plants were all right, and, on the strength of this knowledge, we decided to go ahead and lift the remainder. Unfortunately, however, in that 3-week period the plants had passed from a state of active growth to one of relative dormancy, and, despite all the care and attention we could give them, they would not move into active growth again until they had gone through the required rest period.

#### More Losses Than Anticipated

The result was that, when we finally brought the understocks into the greenhouses in October, we found that we had more losses on the plants that had been potted in early September than had been anticipated. We had, luckily, a sufficient quantity to replace these losses, but, nevertheless, it is, in my opinion, a clear failure, and one caused by an error in judgment, in this particular instance, an error of judgment on my part. This error will not be made a second time, but it still does not help when looking at the dead plants.

Now, this same kind of error in judgment I have made many, many times before on almost every plant with which I have had to work, and the results which I have reported from time to time in these columns are really the cream from a whole series of tests and work in which failures were included all along the line.

I recall an equally annoying fail-

ure due to an error in timing on a batch of azalea cuttings which we were taking in New Jersey. Working by the calendar—which is always a dangerous thing—we started taking cuttings about July 10, as was our usual practice, but the cuttings just were not ready, and, fortunately the lack of the correct condition was immediately apparent because, within three or four days, the cuttings had begun to turn black and we could see that a large proportion of them were dying. We immediately suspended operations and waited for the plants to harden up a little, and cuttings taken two weeks later from the same plants went ahead without any trouble at all.

Similar critical attention to timing is vital on *Ilex opaca*, and early batches of cuttings of this plant taken perhaps in late July or August are highly susceptible to rapid rotting, whereas cuttings taken but a week or two later, when the soft summer growths have hardened up a little more, may go ahead and root with amazing rapidity.

Errors of judgment can also be made, and certainly have been made by myself, on feeding young plants. I recall a number of failures that I have had both in this country

and in England from this cause. Back in England during the war, I was engaged in growing food, and, therefore, had to grow vegetable crops. I had obtained some highly prized seeds of an early cauliflower and also some fair quantity of seeds of an extremely scarce bean that I wished to grow on. Being anxious to grow these plants to perfection, I manured the ground well and did everything that I knew that could be done to insure optimum growth. Unfortunately, I overdid it, and, as a result, I had these beans some seven or eight feet in height when, in fact, they were meant to be about two and one-half feet. The cauliflowers made a mass of leaves and extremely small and insignificant curds which were useless, and both crops were a complete failure.

#### An Error in Land Rebuilding

Later on, in New Jersey, I made the same mistake again in using vegetable waste from the Seabrook Farms processing plant in too large quantities in an attempt to rebuild poor land so that I could grow rhododendrons on it. I did not realize that the vegetable waste was so high in nitrogen, and a number of valu-

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## Michigan Landscape Conference Elects



Ted Laetz, third from left, new president of the Michigan Landscape Conference, is congratulated by retiring president, Ernest Durrant. Other officials of the conference looking on are, left to right, Kenneth Runciman, Jane Smith, Donald Vander Vreen, Robert Asdell, Richard Somalski, John Emerson and George Young.

Officers elected by the Michigan Landscape Conference organization at East Lansing, Mich., January 7, were president, Ted Laetz, Saginaw; vice-president, M. R. Peckosh, Richland, and secretary-treasurer, Mrs. Edwin L. Smith, Lansing. Elected

to the board of directors were John Emerson, East Lansing; Donald Vander Vreen, Mason; Robert W. Asdell, Royal Oak; George Young, Detroit; Kenneth Runciman, Ann Arbor, and Richard Somalski, Essexville.

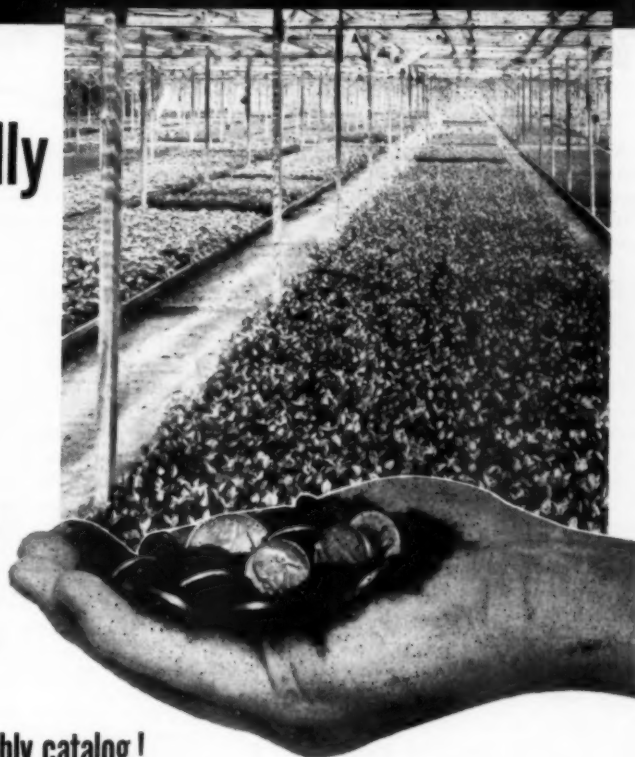


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<i>Deutzia gracilis</i> .....	17.50
<i>Euonymus radicans, upright</i> .....	15.00
<i>Forsythia Lynwood Gold</i> .....	17.50
<i>Hypericum hidcote</i> .....	20.00
<i>Ilex crenata bullata</i> .....	17.50

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<i>Juniperus sabina tamariscifolia</i> .....	\$20.00
<i>Pinus sylvestris</i> .....	15.00
<i>Rosa rouletti</i> .....	20.00
<i>Spiraea prunifolia</i> .....	15.00
<i>Thuja orientalis bakeri</i> .....	17.50
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(3-in. pot, \$35.00)	
<i>Weigela vaniceki</i> .....	17.50



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## PLANT NOTES HERE AND THERE

By C. W. Wood

While recently going over some notes of the 1930's, I came upon the results of extensive trials of wind-flowers which I thought might be of interest to present-day readers; so I collected the ones on the *Anemone pulsatilla* group and expand them here into what I hope is a readable account of that worthy clan. Actually, it is my opinion that plants of greatest value to the general gardener are to be found in the *A. pulsatilla* section, not necessarily because they are the most beautiful, though it is not easy to find anything in the genus that can outshine them, but rather because they combine spectacular beauty with ease of culture. All they need is good drainage and sunshine; given that, they can defy the driest weather and the coldest wind.

It is not easy, though, to understand why nurseriesmen are content to manage with ordinary *pulsatilla* when a little searching will generally reveal some of its lovely geographical forms, sometimes in the guise of *pulsatilla* varieties, but more often under specific names. It will be a pleasure now, after disposing of a few minor details, to examine a few of these geographical varieties.

First, though, let it be said that there is so much confusion in the naming of this section of anemone (some botanists make it a distinct genus, when it becomes *pulsatilla*, while others give the different forms specific rank in the genus anemone and still others make most of its kinds to be mentioned later as varieties of *A. pulsatilla*) that it is difficult for nurserymen to know what they are ordering from the catalogs. So far as enjoyment of beauty is concerned, it makes little difference about the names, though, because they are all of more than ordinary value in the spring garden, with large silky cups of various colors, from the white and blue of the lovely *Anemone alpina*; the sulphur yellow of *A. sulphurea*; *A. grandis*, which is glorified *pulsatilla*, with flowers twice as large as the type and of a pleasing shade of purple; *A. halleri*, an alpine version, with foliage more silvery than others of

the group that I know and flowers of a deep, glowing violet, through the numberless shades of lilac, violet and purple to the purplish red of *A. rubra*.

Space will not permit me to explain all the *pulsatilla* forms and cousins known to gardeners, but a few of more than average worth should be mentioned. It is not easy to pass up such kinds as *armena*, *cernua*, *chinensis*, *montana*, *pratensis*, *propera* and *regeliana*, but as they differ more in the shade of their violet or purple flowers (and that is not constant when grown from seeds) than in any other garden character, let us direct our attention

to some that are really different.

Of these, *Anemone albana*, which is little more than a Caucasian geographical form of *pulsatilla*, so far as I can see, has special garden merit and offers, in addition, an opportunity to the gardener who is interested in plant selection. As we had it from seeds here in northern Michigan, it was more dwarf than most of its cousins, seldom exceeding five or six inches in height, and it varied enough in color to give the curious gardener an opportunity to exercise his aptitude in plant selection. Its usual shades were in mauves or pale lilac, though purple

(Continued on page 24)

## NORTHERN-GROWN STOCK

LANDSCAPE-SIZE SHRUBS			
<i>Clethra alnifolia</i>	Per 10	Per 100	
18 to 24 ins., clumps.....	\$4.00	\$35.00	
2 to 3 ft., clumps.....	6.00	50.00	
3 to 4 ft., clumps.....	8.00	70.00	
<i>Ilex verticillata</i>			
2 to 3 ft., clumps.....	6.00	50.00	
3 to 4 ft., clumps.....	7.00	60.00	
<i>Viburnum cassinoides</i>			
2 to 3 ft., clumps.....	5.00	40.00	
3 to 4 ft., clumps.....	7.00	60.00	
<i>Viburnum dentatum</i>			
2 to 3 ft., clumps.....	4.50	35.00	
3 to 4 ft., clumps.....	6.00	50.00	

SUGAR MAPLES			
	Unit price in quantities		
	10 to 49	50 to 250	
<i>Acer saccharum</i>			
1 1/2 to 1 3/4 in. cal.....	\$ 4.00	\$ 3.50	
1 3/4 to 2 in. cal.....	6.00	5.00	
2 to 2 1/2 in. cal.....	7.00	6.00	
2 1/2 to 3 in. cal.....	9.00	8.00	
3 to 3 1/2 in. cal.....	12.00	11.00	

CLUMP BIRCH			
<i>Paper Birch</i>	Per 10	Per 100	
5 to 6 ft., 3 stems and up.....	\$30.00		
6 to 8 ft., 3 stems and up.....	40.00		
<i>Gray Birch</i>			
4 to 6 ft., 3 to 6 stems.....	20.00	\$150.00	
6 to 8 ft., 3 to 6 stems.....	35.00	250.00	

PAPER BIRCH			
<i>Betula papyrifera</i>	Per 100	Per 1000	
2 to 3 ft.....	\$ 8.00	\$ 70.00	
3 to 4 ft.....	25.00	200.00	
4 to 6 ft.....	40.00	300.00	
6 to 8 ft.....	90.00		

LINING-OUT STOCK			
<i>Acer saccharum</i>			
2 to 3 ft.....	12.00	100.00	
3 to 4 ft.....	30.00	250.00	
4 to 6 ft.....	60.00	500.00	

<i>Clethra alnifolia</i>	6 to 18 ins.....	7.00	60.00
<i>Ilex verticillata</i>	1 to 2 ft.....	10.00	90.00
<i>Syringa vulgaris</i>	1 to 2 ft.....	7.00	60.00
<i>Viburnum acerifolium</i>	6 to 18 ins.....	8.00	70.00
<i>Viburnum cassinoides</i>	1 to 2 ft.....	8.00	70.00
<i>Viburnum dentatum</i>	1 to 2 ft.....	8.00	70.00

HEMLOCK TRANSPLANTS			
<i>Tsuga canadensis</i>			
4 to 8 ins., trans., 2-2.....	15.00	120.00	
8 to 12 ins., trans., 2-2.....	20.00	180.00	

HEMLOCK SEEDLINGS			
<i>Tsuga canadensis</i>			
6 to 9 ins.....	4.00	20.00	
9 to 12 ins.....	6.00	45.00	
12 to 18 ins.....	8.00	65.00	

All stock is first-quality collected material except as otherwise noted. Send for complete wholesale list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens. We do not have Japanese beetle.

## ISAAC LANGLEY WILLIAMS

P. O. Box 352

EXETER, N. H.

## LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

## DEERFIELD NURSERIES

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## FOR 52 YEARS

Our business has been growing

Rhododendrons  
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Perennials, Roses  
All Nursery Items

## BOBBINK NURSERIES, INC.

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E. RUTHERFORD, N. J.

# BALL BETTER PLANT BANDS

for Bedding Plants . . Chrysanthemums . . Perennials  
Nursery Stock . . Carnations . . Vegetables

**Quickly opened;** come completely assembled.  
**Rapidly filled;** faster than small pots one at a time.  
**Much lighter** to handle and store than pots.  
**No dirty pots** to clean or sterilize.  
**Fit close;** less watering needed.  
**Faster benching** than bare-root transplants.  
**Holds more soil** than a pot of equal diameter.

**Very Important!** To save delay be sure to specify which way to ship—**EXPRESS, FREIGHT** or **TRUCK**. This is important. If no instructions are given, we use our best judgment. No parcel-post shipments unless customer is on rural route. Give route number. Our responsibility ceases when shipment is delivered to carrier.

Bands sold only in units as listed below. All prices are net, no cash discount, F.O.B. Midwest Factory or Chicago, Ill., and are subject to change without notice.

Made of **decay-resisting veneer** for longer life.

**No wilting checks** after transplanting.

Ideal to pack for the small plant shipper.

Make swell dozen-plant units in Ball **PLANTRAYS** for retail sales.

Bands packed in valuable greenhouse flats at no extra cost. (These flats are treated to resist decay in soil.)

## Price per 1000 in quantities as shown below

Size	Shipping Units of	0 to 4000	5000 to 10,000	11,000 to 25,000	26,000 to 50,000	51,000 to 100,000	101,000 and up
1 3/4 x 1 3/4 x 2 ins. ....	2000	\$5.55	\$5.30	\$5.10	\$4.90	\$4.70	\$4.50
1 3/4 x 1 3/4 x 2 1/2 ins. ....	2000	5.95	5.70	5.45	5.20	5.00	4.80
2x2x2 ins. ....	2000	5.75	5.50	5.25	5.05	4.85	4.65
2x2x2 1/2 ins. ....	2000	6.40	6.10	5.85	5.60	5.40	5.20
2x2x3 ins. ....	2000	6.65	6.35	6.10	5.85	5.60	5.40
2 1/2 x 2 1/2 x 2 1/2 ins. ....	2000	6.90	6.60	6.30	6.05	5.80	5.60
2 1/2 x 2 1/2 x 3 ins. ....	2000	7.20	6.85	6.60	6.30	6.05	5.80
3x3x3 ins. ....	1000	7.80	7.45	7.10	6.85	6.55	6.30
3x3x4 ins. ....	1000	8.65	8.25	7.90	7.55	7.25	7.00
4x4x3 ins. ....	1000	8.65	8.25	7.90	7.55	7.25	7.00
4x4x4 ins. ....	1000	9.45	9.05	8.65	8.30	7.95	7.65



Onion plants in 4x4x4-in. band ready to sell and make money for you. Look at root system.



One of our sturdy PlanTrays, No. 2-R, filled with husky Tomato plants and ready to sell.

## BALL Veneer "PlanTrays"

These are our popular veneer **PlanTrays** which bedding plant growers and nurserymen the country over have been using for growing and selling small plants for bedding. They are now available in three types.

The **Regular**—No. 1-R, No. 2-R and No. 3-R—of lightweight veneer for fast-growing plants. Each flat holds 12 plant bands.

The **X-Type**—No. 2-X and 3-X—made of extra-heavy veneer for longer life. For use where a longer growing period or a sturdier flat is required. Each flat holds 12 plant bands. These X-Type PlanTrays can be used with or without bands.

The **S-Type**—Special PlanTrays—each holding 25 plant bands. For the grower selling small plants in quantity, this is the answer.

Place your orders early. State **HOW TO SHIP**.

All prices per 1000 based on quantity ordered as shown below and are net, no cash discount.

Size	Shipping Units of	0 to 375	500 to 975	1000 to 2450	2500 to 9950	10,000 to 19,950	20,000 and up
No. 1-R (holds 12 1 3/4 x 2 1/2-in. bands) .....	125 to 250	\$46.30	\$44.20	\$42.30	\$40.60	\$39.00	\$37.50
No. 2-R (holds 12 2 x 2 1/2-in. bands) .....	125 to 250	49.40	47.20	45.20	43.30	41.60	40.10
No. 3-R (holds 12 2 1/2 x 2 1/2-in. bands) .....	125 to 250	56.00	53.50	51.20	49.10	47.20	45.40
No. 2-X (holds 12 2 x 2 1/2-in. bands) .....	125	61.40	58.70	56.20	53.90	51.70	49.80
No. 3-X (holds 12 2 1/2 x 2 1/2-in. bands) .....	125	69.70	66.60	63.70	61.10	58.70	56.50
No. 4-X (holds 12 3x3-in. bands) .....	125	76.60	73.20	70.00	67.20	64.50	62.10
No. 1-S (holds 25 1 3/4 x 2-in. bands) .....	125	52.40	50.00	47.90	45.90	44.10	42.40
No. 2-S (holds 25 2x2-in. bands) .....	125	56.90	54.40	52.10	49.90	48.00	46.10

On PlanTrays an additional charge of 10% will be added for odd quantities requiring us to break shipping containers. We cannot break containers on Plant Bands.

# GEO. J. BALL, INC.

WEST CHICAGO,  
ILLINOIS  
Phone 299



# SHERWOOD'S CHOICE LINING-OUT and BARE-

## Hardy, northern-grown, transplanted

The prices here quoted include expert packing and delivery of lining-out stock to you, all shipping charges prepaid to any point in the United States, Canada or Alaska.

### LINING-OUT STOCK Per 100 Per 1000

**Aucuba japonica variegata** (Golddust Aucuba, Female)  
Leaves large, glossy, dark green splashed with gold. Hardy.  
3 to 6 ins., once transplanted.....\$13.00 \$104.00

**Azalea amoena coccinea**  
A splendid dwarf evergreen azalea. Foliage dark, glossy and compact. Flowers bright red completely covering the plant.  
3 to 6 ins., once transplanted.....\$14.00 \$112.00

**Azalea hexe** (Firefly Azalea)  
Dwarf and compact. Foliage heavy, glossy, dark green. Flowers bright red.  
3 to 6 ins., once transplanted.....\$14.00 \$112.00

**Sherwood Cerise Azalea**  
A wonderful dwarf evergreen. Hardy and compact. Foliage dense, dark green. Flowers bright, clear cerise, very lovely and borne in marvelous profusion completely covering the plant.  
3 to 6 ins., once transplanted.....\$14.00 \$112.00

### Sherwood Red Azalea

Compact, dwarf and evergreen. Flowers the most brilliant blood-red imaginable.  
6 to 9 ins., once transplanted.....\$17.00 \$136.00

### Barberis darwini (Darwin Barberry)

A native of South America from Chili to Patagonia. Evergreen, reaching a height of about 5 ft. Foliage is deep green, glossy and compact.  
3 to 6 ins., not transplanted.....\$10.00 \$ 80.00

### Cedrus deodara (Deodar Cedar)

The Deodar Cedar grows into a fountain of green of unsurpassing beauty. The color is a light bluish-green.  
3 to 6 ins., once transplanted.....\$11.00 \$ 88.00

### Chamaecyparis lawsoniana ellwoodii (Ellwood Cypress)

A semidwarf and comparatively new addition to the cypress family which has added such a long list to the trees that we admire and love.  
6 to 9 ins., once transplanted.....\$14.00 \$112.00

### Chamaecyparis lawsoniana minima glauca (Little Blue Cypress)

A beautiful true dwarf conifer, dark and dense, bluish-green foliage, erect and slow growing. Rounded pyramid in shape.  
1 to 3 ins., once transplanted.....\$14.00 \$112.00

### Chamaecyparis obtusa nana (Dwarf Hinoki Cypress)

A real genuine dwarf having exceedingly dense, heavy, dark foliage with a slight bluish tinge unchanging throughout the year. Hardy.  
1 to 3 ins., once transplanted.....\$14.00 \$112.00

### Cotoneaster horizontalis (Rock Cotoneaster)

Well known and deservedly a great favorite; low growing. The side branches grow with a pleasing perfection of regularity; the leaves are small.  
1 to 3 ins., once transplanted.....\$ 9.00 \$ 72.00  
3 to 6 ins., once transplanted.....10.00 80.00

### Cryptomeria japonica elegans compacta

(Compact Plume Cryptomeria)  
A green, cone-shaped tree, of unusually compact growth and soft, pleasing effect. Unlike elegans, it is more of a dwarf, 20-year-old trees being 6 ft. tall.  
9 to 12 ins., once transplanted.....\$17.00 \$136.00

### Cryptomeria japonica lobbi (Lobb Cryptomeria)

An upright, shapely, dwarf conifer growing to a few feet in height.  
3 to 6 ins., once transplanted.....\$18.00 \$144.00

### Cryptomeria japonica nana (Dwarf Cryptomeria)

Light green, hardy, very compact globe, extremely dwarf.  
3 to 6 ins., once transplanted.....\$18.00 \$144.00

### Erica carnea (Springwood White)

Fine, low-growing heath with an abundance of bright green foliage. Hardy. Very fresh in appearance, dainty, height about 10 ins. Flowers pure white in early spring completely covering the evergreen cushionlike plant.  
9 to 12 ins., once transplanted.....\$18.00 \$144.00

### Gaultheria procumbens (Wintergreen)

The fine foliage, the small, delicate, pink, bell-shaped flowers, the brilliant red berries and its hardiness combine to make it one without peer in its class.  
2-yr., once transplanted.....\$10.00 \$ 80.00

### Kalmia latifolia (Mountain Laurel)

Native of the Appalachian mountains. Compact, symmetrical. Plants are literally bouquets of lovely, cup-shaped flowers.  
6 to 9 ins., once transplanted.....\$20.00 \$160.00  
9 to 12 ins., once transplanted.....25.00 200.00

### Libocedrus decurrens (Western Incense Cedar)

A shapely pyramid in form, with fine, fanlike foliage that is dense and a beautiful glossy green. The foliage is also delightfully fragrant.  
9 to 12 ins., once transplanted.....\$18.00 \$144.00

### Mahonia aquifolium (Oregon Grape)

An ornate little evergreen shrub, native of Oregon where it is much loved.  
3 to 6 ins., once transplanted.....\$12.00 \$ 96.00

### Mahonia nervosa (Long-leaved Hollygrape)

Plants grow 12 to 18 ins. tall. The leaves which are 12 to 15 ins. long are beautifully fernlike in form.  
6 to 9 ins., once transplanted.....\$15.00 \$120.00

### Nandina domestica (Nandina)

Delicate foliage, large clusters of bright red berries. Leaves turn in autumn to attractive shades of red, bronze and scarlet.  
15 to 18 ins., once transplanted.....\$21.00 \$168.00

### Pachysandra terminalis (Japanese Spurge)

Of Japanese origin, is evergreen and grows in dense masses, with especially full development at the terminals of the stems.  
2-yr., plants.....\$10.00 \$ 80.00

### Pernettya mucronata (Chilean Pernettya)

Also known as South American Huckleberry. Neat evergreen foliage, white flowers. The shrub reaches a height of 4 to 5 ft. and a spread of 3 or 4 ft.  
Pink-berried, 9 to 12 ins., once transplanted.....\$18.00 \$144.00  
White-berried, 12 to 15 ins., once transplanted.....21.00 168.00

### Picea excelsa (Norway Spruce)

One of the best known and one of the hardiest of conifers. Native of northern Europe. Conical in form of growth and with deep green foliage.  
9 to 12 ins., once transplanted.....\$12.00 \$ 96.00

### Pinus jeffreyi (Jeffrey Pine)

A rather open picturesque, spire-shaped conifer native of Oregon. Symmetrical and often with pendulous branches. A blue pine, distinct and highly ornamental. Needles long and silvery blue. Hardy to Massachusetts.  
3 to 6 ins., once transplanted.....\$10.00 \$ 80.00

### Pseudotsuga douglasii (Douglas Fir)

A truly stately tree and while it reaches great size and height, it also possesses great ornamental values.  
6 to 9 ins., twice transplanted.....\$13.00 \$104.00

### Taxus cuspidata (Japanese Yew)

This beautiful yew is a native of the Orient and is hardy, strong and dwarf. It is a spreading tree and in older specimens may reach a spread of 20 ft.  
3 to 6 ins., once transplanted.....\$15.00 \$120.00

### Thuja orientalis beverlyensis (Beverly Hills Arborvitae)

A rapid-growing, oriental arborvitae. Foliage good, bright golden color the year round. The tree is usually laden with clusters of small green cones in the fall which enhance its ornamental value.  
12 to 15 ins., twice transplanted.....\$28.00 \$224.00

### Tsuga canadensis (Canada Hemlock)

Native New Brunswick to Wisconsin and south to Alabama. A well-known conifer of graceful, pleasing habit of growth.  
9 to 12 ins., once transplanted.....\$18.00 \$144.00

### Umbellularia californica (Oregon Myrtle)

A handsome hardy evergreen tree, 25 to 30 ft. in height and sometimes reaching 75 ft. Native of southern Oregon and northern California.  
3 to 6 ins., once transplanted.....\$15.00 \$120.00

### Veronica officinalis (Ground Speedwell)

A remarkable, hardy, evergreen ground cover for shady places. Thrives under trees and in deep shade where no grass will grow. Rooted layers.....\$ 7.00 \$ 56.00

### Vinca minor (Common Periwinkle)

Also called Blue, Running or Trailing Myrtle. Hardy, evergreen trailing herb. Native to Europe. Has blue flowers. Well known in country gardens.  
1-yr., once transplanted.....\$10.00 \$ 80.00  
25 per cent will reserve lining-out stock, balance C.O.D.

# BARE-ROOT EVERGREENS — FINEST TO BE HAD

stock, with heavy vigorous root system.

## BARE-ROOT STOCK

Per 100

The prices here quoted on bare-root stock are F.O.B. Portland, Ore., but include free expert packing.

**Azalea mollis** (Chinese Azalea)

Very hardy. Blooms before leafing. Foliage bright green and attractive, turning to gorgeous shades of bronze and red in the fall. Flowers are large chiefly in the popular shades of salmon and orange.

6 to 9 ins., twice transplanted, B.R.

(1 to 7 flower buds).....

\$34.00

9 to 12 ins., twice transplanted, B.R.

(1 to 7 flower buds).....

46.00

12 to 15 ins., twice transplanted, B.R.

(1 to 7 flower buds).....

58.00

**Sherwood Orchid Azalea**

Flowers are a clear lavender and completely cover the plant. Dwarf.

9 to 12 ins., twice transplanted, B.R. specimens.....

\$65.00

**Calluna vulgaris aurea** (Golden Heather)

Possesses fine golden foliage that heads up in many of the stems in mosslike clusters.

12 to 15 ins., twice transplanted, B.R. specimens.....

\$61.00

**Calluna vulgaris rubra** (Red Heather)

The Red Heather has become one of the popular garden evergreens.

9 to 12 ins., twice transplanted, B.R. specimens.....

\$49.00

**Chamaecyparis lawsoniana nestoides** (Bird's Nest Cypress)

A beautiful, low-growing dwarf of very regular but spreading habit of growth attaining a spread of 6 ft. with a height of 2 ft.

6 to 9 ins., twice transplanted, B.R. specimen.....

\$49.00

**Chamaecyparis lawsoniana stewartii** (Wintergolden Cypress)

Rather slender golden tree. Foliage erect with pendulous tips toward the top of the tree. One of the most remarkable and most admired of conifers.

15 to 18 ins., twice transplanted, B.R. near specimen.....

\$37.00

**Daboecia polifolia alba** (White Irish Bell Heather)

Similar to the rosea, but having nodding flowers of purest white, resembling Lily-of-the-Valley in form and size. Beautiful hardy evergreen.

9 to 12 ins., twice transplanted, B.R. specimens.....

\$49.00

12 to 15 ins., twice transplanted, B.R. specimens.....

61.00

**Daboecia polifolia rosea** (Pink Irish Bell Heather)

A splendid dwarf evergreen growing 2 ft. high. Foliage fine, dark green above, silvery beneath. The flowers are abundant, rosy-lavender.

9 to 12 ins., twice transplanted, B.R. specimens.....

\$49.00

12 to 15 ins., twice transplanted, B.R. specimens.....

61.00

**Erica hybrida** (Dawn)

One of the attractive new evergreens. Foliage soft. The flowers are large, clustered pink bells.

6 to 9 ins., twice transplanted, B.R. specimens.....

\$41.00

**Juniperus chinensis pfitzeriana** (Pfitzer Juniper)

This well-known juniper can scarcely be excelled for terrace and mass planting.

12 to 15 ins., twice transplanted, B.R. near specimen.....

\$65.00

**Juniperus chinensis sargentii** (Sargent Juniper)

Bluish-green. It is a wide, low-growing, spreading juniper reaching a height of only one foot and a spread of 10 to 12 ft.

9 to 12 ins., twice transplanted, B.R. near specimen.....

\$49.00

**Juniperus horizontalis** (Bar Harbor Green Creeping Juniper)

This is a lovely green form. During the winter months the foliage turns to a rich bronze. Procumbent and trailing, forming heavy, compact mats of luxuriant foliage cypresslike in texture.

12 to 15 ins., twice transplanted, B.R. near specimen.....

\$65.00

**Juniperus horizontalis glauca** (Blue Creeping Juniper)

Per 100

Very similar to the Bar Harbor Blue with steel-blue foliage throughout the year and more cypresslike in texture. A very lovely trailing form. Very hardy.

9 to 12 ins., twice transplanted, B.R. near specimen.....

\$49.00

**Juniperus horizontalis plumosa** (Andorra Juniper)

One of the more recent introductions in creeping junipers. It grows close to the ground.

12 to 15 ins., twice transplanted, B.R. near specimen.....

\$65.00

**Juniperus sabina tamariscifolia** (Tamarix Savin Juniper)

Color a bright, cheerful bluish-green throughout the year, symmetrical and compact in form and growth, seldom over 18 ins. high.

9 to 12 ins., twice transplanted, B.R. specimens.....

\$66.00

**Juniperus sabina vonehron** (Von Ehron Juniper)

Has a low, bushy habit of growing, somewhat vase-shaped like the Savin Juniper. Foliage luxuriant and bright green all the year reaching out in wide flat sprays. Rapid growing and desirable. Very hardy.

12 to 15 ins., twice transplanted, B.R. near specimen.....

\$65.00

**Juniperus virginiana tripartita** (Fountain Juniper)

The name describes fairly well the form of growth, it being semi-upright but spreading. It is thickly branched and has dense foliage.

12 to 15 ins., twice transplanted, B.R. near specimen.....

\$65.00

**Pinus mughus compacta** (Mugho Pine)

A dense, stout dwarf evergreen, of unquestionable hardiness. Coming from the high mountains of central Europe, it has been dwarfed as trees frequently are that are storm-swept for centuries.

9 to 12 ins., twice transplanted, B.R. specimens.....

\$73.00

**Thuja occidentalis** (American Arborvitae)

Native New Brunswick and Manitoba to North Carolina and Illinois. An old, standard favorite. Grows in compact form, narrow pyramid in shape.

15 to 18 ins., twice transplanted, B.R., hedging grade.....

\$41.00

18 to 24 ins., twice transplanted, B.R., hedging grade.....

49.00

2 to 3 ft., twice transplanted, B.R., hedging grade.....

73.00

**Thuja occidentalis pyramidalis** (American Pyramidal Arborvitae)

A most desirable arborvitae of narrow columnar growth, dense and compact without pruning. Planted in groups it produces a most impressive alpine effect. In situations where effective hedges requiring but little space are desired, Pyramidal Arborvitae has no counterpart.

2 to 3 ft., twice transplanted, B.R., hedging grade.....

\$73.00

Twenty-five per cent will reserve bare-root stock, balance in full before shipping. 25 plants at the 100 rate; 250 plants at the 1000 rate.

No order booked without a deposit.

## IN THE MAIL

From California: "We just received your shipment of evergreens and want you to know that we think it is the finest lot of stock we have ever seen."

From Alaska: "The plants arrived much sooner than I expected and in excellent condition."

From Missouri: "The lining-out collection which you sent me is such outstanding value that I want you to duplicate it."

From Quebec, Canada: "Your shipment has been received here in perfect condition, and found us very satisfied."

REMEMBER: Sherwood Nursery Co. prepays shipping costs on lining-out stock to all points in the United States, Canada and Alaska. In other words, the prices here quoted are net cash prices delivered to you. Now is the time to place your order for spring delivery.

## SHERWOOD NURSERY CO.

Wholesale Propagators and Growers of Evergreens

141 S. E. 65th Ave.

PORTLAND 16, ORE.

Wholesale list available — trade only.

(It contains complete descriptions)



# Willis' EVERGREEN GRAFTS

CREATED BY SKILLED WORKMEN



— and noted for

- Sturdy understocks
- Long scions
- Strong unions

## JUNIPERS

Chinensis columnaris, Blue  
Chinensis columnaris, Green  
Chinensis pfitzeriana, Blue  
Kosteriana plumosa  
Scopulorum, Chandler  
Scopulorum, Crawford  
Scopulorum horizontalis  
Scopulorum moffeti  
Scopulorum Cologreen  
Scopulorum Pathfinder  
Scopulorum, Sutherland  
Scopulorum welchi  
Virginiana burki  
Virginiana canaerti  
Virginiana cupressifolia  
Virginiana keteleeri  
Virginiana Hill's Dundee

Other varieties grafted to order

**50c** each in lots of 300 or more.

**55c** each in lots of less than 300.

Minimum order: 25 of any variety.

Order now to avoid disappointment.

Write for complete price list  
of potted "LINERS THAT LIVE."

## THE WILLIS NURSERY CO.

"Your Wholesale Nurserymen"

OTTAWA, KAN.

was not unusual. I have also seen a white mentioned in the literature, and variety *lutea*, indicating a yellow or near yellow, has appeared in European lists.

## Siberian Anemone

Also valuable because of its variability as well as its normal color is *A. dahurica*, a Siberian form of about 10-inch stature. In its natural state, it is as nearly pink as any I have seen in this section, though it would probably be more correct to call it pinkish violet. Although *A. grandis* was mentioned before, I think that it deserves a little further notice, because it is the most spectacular of all, being a glorified form of *pulsatilla*, with flowers close to twice as large as the ordinary *pulsatilla* and a pleasing shade of rich purple in color.

Out of respect to the lady of the snows, nurserymen should make a bow to *A. vernalis*, even though some writers cannot be followed in their eulogies. For instance, I have found it less entrancing than did Farrer, when he thus described his introduction to the plant in its high mountain home:

"Two or three thin-looking, carrot-like leaves, lying on the ground; then an inch or so of shaggy stem, all covered with the most lovely bronzy gold fur; then a fluffy cup of the same; and then, goblet-shaped, sumptuous and splendid, a magnolia-like flower, snow-white within and purple, iridescent with the most subtle sheen of lilac, fawn, and pearl-white—that is the lady of the snow, and her glistening cup is brimming over with the golden foam of her stamens." If his enthusiasm convinces readers that they cannot live without the charmer, they should order seeds or plants; in the meantime they should select a cool, moist spot on the acid side.

## Wild Ginger

There seems to be a feeling among gardeners that the native ginger, *asarum*, needs bog conditions to do well. That is not true, of course, as some experienced gardeners know. For instance, I know a large estate garden where ginger has been used as an underplanting in a woody place, and the owner claims that despite dry conditions existing there it has been the most satisfactory plant they have found for the situation. Their experience and ours lead to the conclusion that the plant will do well in almost any shady spot in a soil that is rich in leaf mold.

Actually, I have transplanted





## BIRD PERENNIAL POTS

**Tough as, or tougher than pots made of heavier material**—Bird Perennial Pots have a hard coating, inside and out, that adds to their durability and resistance to handling hazards.

**Solid stapled bottom**—Bird Perennial Pots are constructed with a solid stapled bottom which prevents loss of plants in handling. This bottom is designed with openings to insure proper drainage.

**Lower landed-cost**—Most important, too, is the

freight factor which in some cases will equal the cost of the merchandise. Proximity to your source of supply will result in a substantial lower delivered cost. The Bird distributor in your area makes this lower landed-cost possible.

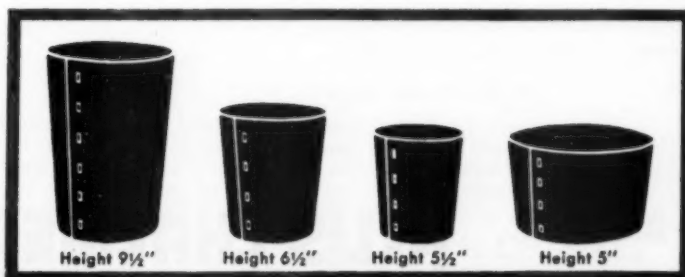
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VITA-POTS • RED POTS



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around your nursery



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- ★ Automatic Traction Booster
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- ★ SNAP-COUPLER for Quick-Hitch implements
- ★ Complete Hydraulic System
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In the Model CA, your dollars buy the outstanding tractor in its class . . . a tractor that can handle a 6-foot offset or a 7-foot tandem disc harrow, two-bottom plow — and many other nursery tools.

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. . . at lower cost . . . plus features that enable you to handle more kinds of work easier and faster.

You don't have to "baby" the CA. Give it your tough jobs — see how it handles heavy loads with a powerful, sure-footed pull. You'll find the CA the huskiest, handiest, liveliest two-plow tractor you ever operated.

### \$1,564 f.o.b. factory

Model CA Tractor complete with above features plus power take-off, adjustable front axle, standard front and rear tires, foot brakes, belt pulley, fenders, starter and lights. Implements are extra.

SNAP-COUPLER is an Allis-Chalmers trademark.

# ALLIS-CHALMERS

TRACTOR DIVISION • MILWAUKEE 1, U. S. A.

specimens from a cedar swamp that is always wet to our dry garden with perfect success. Where a tropical-looking ground cover for shaded places is needed, it would be hard to find a better plant than wild ginger. Yet one seldom sees it in gardens, indicating, I suspect, potential markets in most communities when gardeners are told about it.

It is a stemless plant, growing from a creeping rootstock, with large, soft, kidney-shaped leaves and brownish-purple flowers borne under the leaves, near the ground. Even though the flowers are thus hidden from all but the curious, the leaves are of so much decorative value that the plant appeals to discriminating gardeners.

### Campanula Lactiflora

I was glad to see that George Taloumis included *Campanula lactiflora* in his lecture, "Unusual Plants and Their Uses," reported in the American Nurseryman last fall. If it adds a few more names to the plant's list of admirers, it will have served a good purpose—a good turn to a worthy plant and to gardeners. As the report did not say what the speaker said about any of the plants in his list, I am taking the liberty of expressing a few views on the milky bellflower.

The floras tell us that it is of wide distribution in eastern Europe through Russia and the Caucasus mountains. It is only natural, then, that a plant of such wide distribution should have varied, especially when it is a member of a variable family, and experience shows that it is too inconstant to grow from seeds when one wants a large number of plants exactly alike for a specific purpose. But when one has an especially good form, it may be multiplied by division with ease.

A good strain marked *C. lactiflora* should give one plants around three feet in height, of bushy growth, with ample panicles of milk-white to pale blue flowers from June into August. However, flowers in shades of violet are not unusual. The campanulate flowers vary in size from an inch or less in diameter as usually seen to nearly two inches.

Then there is the plant known in gardens as *Campanula celtidifolia*, which is, according to the botanists, no more than a robust form of *C. lactiflora*. My first introduction to it was by way of a note in an English horticultural magazine with an accompanying photograph showing the plant overtopping a man who stood beside it. Seeds were ordered several

# STRAWBERRIES — HEDGE PLANTS — ASPARAGUS

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We are facilitated to take care of your strawberry orders, large or small, making shipments direct to your customers under your tags, or direct to you in large lots for reshipment. We recommend shipping soft, succulent plants like strawberries direct from grower to planter. When handling orders in this manner, plants are received by your customers in good, fresh condition for planting. We are furnishing plants in this manner for several of the larger catalog houses throughout the country. Dormant plants from our modern cold storage are used in filling all late spring orders because experience has proven they are much more satisfactory. Write us for details on our pack-out service on strawberries.

	Per 25	Per 50	Per 100	Per 250	Per 1000
Albritton, midseason	\$0.50	\$1.10	\$1.75	\$3.50	\$12.00
Ambrosia Late, late	.50	.90	1.50	3.00	10.00
Armora, midseason	.60	1.10	1.75	3.50	12.00
Aroma, late	.55	1.00	1.60	3.25	11.00
Bellmar, early	.60	1.10	1.75	3.50	12.00
Big Joe, late	.60	1.10	1.75	3.50	12.00
Blakemore, early	.50	.90	1.50	3.00	10.00
Catskill, midseason	.60	1.10	1.75	3.50	12.00
Dorsett, early	.60	1.10	1.75	3.50	12.00
Dunlap, early	.55	1.00	1.60	3.25	11.00
Eden, midseason	.55	1.00	1.60	3.25	11.00
Empire, midseason	.60	1.10	1.75	3.50	12.00
Fairfax	.60	1.10	1.75	3.50	12.00
Fairland, early	.50	.90	1.50	3.00	10.00
Fairpeake, late	.60	1.10	1.75	3.50	12.00
Gem, everbearing	.85	1.55	2.75	6.25	22.00
Klondike, early	.60	1.10	1.75	3.50	12.00

	Per 25	Per 50	Per 100	Per 250	Per 1000
Klonmore, early	\$0.50	\$0.90	\$1.50	\$3.00	\$10.00
Massey, midseason	.60	1.10	1.75	3.50	12.00
Mastodon, everbearing	.85	1.55	2.75	6.25	22.00
Midland, early	.60	1.10	1.75	3.50	12.00
Missionary, early	.60	1.10	1.75	3.50	12.00
Premier, early	.60	1.10	1.75	3.50	12.00
Red Crop, midseason	.50	.90	1.50	3.00	10.00
Red Star, late	.60	1.10	1.75	3.50	12.00
Robinson, midseason	.60	1.10	1.75	3.50	12.00
Sparkle, midseason	.60	1.10	1.75	3.50	12.00
Streamliner, everbearing	.85	1.55	2.75	6.25	22.00
Superfection, everbearing	.85	1.55	2.75	6.25	22.00
Temple, early	.50	.90	1.50	3.00	10.00
Tennessee Beauty, midseason	.60	1.10	1.75	3.50	12.00
Tennessee Shipper, early	.60	1.10	1.75	3.50	12.00
Twentieth Century, everbearing	1.50	2.50	3.75	8.75	30.00
Vermilion, midseason	.60	1.10	1.75	3.50	12.00

## HEDGE PLANTS

	Per 10	Per 100	Per 1000
<b>LIGUSTRUM ovalifolium</b> (California Privet)			
9 to 12 ins., 2 canes or more	\$0.85	\$ 7.00	\$ 55.00
12 to 18 ins., 3 canes or more	1.20	10.00	80.00
18 to 24 ins., 3 canes or more	1.40	12.50	95.00
2 to 3 ft., 4 canes or more	1.85	16.00	145.00
3 to 4 ft., 6 canes or more	2.75	22.50	200.00
<b>LIGUSTRUM ovalifolium variegatum</b> (Golden Privet)			
18 to 24 ins., 3 canes or more	7.00	60.00	....
2 to 3 ft., 4 canes or more	8.50	75.00	....
<b>LIGUSTRUM ibolium</b> (Ibolium Privet)			
9 to 12 ins., 2 canes or more	.85	7.00	60.00
12 to 18 ins., 3 canes or more	1.20	10.00	90.00
18 to 24 ins., 3 canes or more	1.40	12.50	105.00
2 to 3 ft., 4 canes or more	1.85	16.00	145.00
<b>LIGUSTRUM ibota</b> (Border Privet)			
18 to 24 ins., 3 canes or more	3.50	30.00	....
2 to 3 ft., 4 canes or more	4.50	40.00	....
3 to 4 ft., 6 canes or more	5.50	50.00	....
<b>LIGUSTRUM ibota regelianum</b> (Regel Privet)			
12 to 18 ins., 3 canes or more	3.50	30.00	....
18 to 24 ins., 3 canes or more	4.50	40.00	....
2 to 2½ ft., 3 canes or more	5.50	50.00	....

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We are the largest growers of asparagus roots in America. The continued increase in demand for our roots is ample proof of our customers' satisfaction. Our asparagus has made a very good growth again this season, and test digging from various farms indicates the crowns will average better in quality than ever before.

	Per 25	Per 100	Per 250	Per 1000
3-yr., No. 1	\$1.25	\$4.00	\$8.75	\$30.00
2-yr., No. 1	1.00	3.00	5.75	20.00
1-yr., No. 1	.75	2.50	4.25	14.00

Write for special prices on quantity lots of these items. We can quote even more attractive prices than those specified in this advertisement to buyers interested in large quantities.

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The Best

Excellent Root  
Systems, Hardy  
ORDER NOW!

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## WHOLESALE PRICES

	Pine Seedlings	Per 100	Per 1000
Scotch Pine, Riga,			
2-0, 2 to 4 ins.		\$ 2.00	\$12.50
2-0, 4 to 8 ins.		4.00	25.00
2-0, 6 to 12 ins.		5.00	30.00
3-0, 8 to 16 ins.		6.00	35.00
American Red Pine,			
2-0, 2 to 4 ins.		2.50	15.00
3-0, 4 to 6 ins.		4.00	25.00
3-0, 6 to 9 ins.		6.00	35.00
Austrian Pine,			
2-0, 3 to 4 ins.		3.00	15.00
2-0, 4 to 8 ins.		4.00	25.00
3-0, 8 to 14 ins.		6.00	...
White Pine,			
2-0, 3 to 6 ins.		2.50	15.00
3-0, 5 to 9 ins.		6.00	...
4-0, 8 to 16 ins.		7.00	35.00
Ponderosa Pine,			
2-0, 3 to 5 ins.		3.00	20.00
Mugho Pine (True Dwarf Tyrolean),			
2-0, well-budded		4.00	25.00
	Spruce Seedlings		
Norway Spruce,			
2-0, 2 to 4 ins.		2.50	15.00
2-0, 4 to 8 ins.		4.00	25.00
4-0, 10 to 16 ins.		5.00	30.00
White Spruce,			
2-0, 3 to 5 ins.		3.00	20.00
3-0, 5 to 10 ins.		5.00	35.00
Red Spruce,			
3-0, 3 to 5 ins.		2.00	15.00
3-0, 5 to 10 ins.		4.00	25.00
Black Spruce,			
4-0, 6 to 8 ins.		3.00	20.00
4-0, 8 to 12 ins.		5.00	30.00
Colorado Blue Spruce,			
2-0, 2 to 4 ins.		3.00	20.00
2-0, 4 to 6 ins.		5.00	35.00
3-0, 5 to 10 ins.		7.00	50.00
Englemann Spruce.	None Available		...
	Fir Seedlings		
Balsam Fir,			
4-0, 5 to 9 ins.		7.00	50.00
Douglas Fir.	None Available		...
	Larch Seedlings		
European Larch,			
3-0, 18 to 30 ins.		10.00	75.00
	Hemlock Seedlings		
Carolina Hemlock,			
2-0, 3 to 6 ins.		6.00	...
Canadian Hemlock,			
3-0, 6 to 12 ins.		10.00	80.00
	Arborvitae Seedlings		
American Arborvitae,			
3-0, 6 to 8 ins.		2.50	15.00
3-0, 8 to 12 ins.		4.00	30.00
	Chinese Chestnut Seedlings (Blight-resistant)		
Chinese Chestnut,	10 Lots	100 Lots	1000 Lots
2-0, 12 to 24 ins.	\$0.25 ea.	\$0.20 ea.	\$0.15 ea.
3-0, 2 to 4 ft.	.50 ea.	.40 ea.	.30 ea.

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5% discount on 25,000 or more of combined species.

(Exclusive of seedlings \$15.00 per 1000 and under.)

We guarantee all stock represented herein as to size and quality, or your money cheerfully refunded.

The name SCHROTH stands for the best. Your order will convince you. Make a Christmas tree planting this season. Scotch is the best bet. Do not delay. Send for complete listing and terms.

All stock offered subject to prior sale.

**SCHROTH'S NURSERY, INDIANA, PA.**

times during the following years, but I never succeeded in having anything so spectacular as the picture.

Then I was in a southern Michigan garden one summer when I came upon a 7-foot bellflower with pale blue flowers labeled *Campanula celtidifolia*—a most imposing plant. It had been generously treated, as were all the plants in that favored garden where trenching to 18 inches in depth had long been the practice. These specimens were not coarse, as Bailey's monograph says they will be when grown on rich land, nor were they short-lived, as Mrs. Wilder said they will be when grown on heavy soil.

Here, all *lactiflora* forms have done best in part shade, in well-drained soil that is not bone-dry during its blooming season. It was our experience that, although individual crowns might be short-lived, perhaps not lasting more than three or four years, the clumps persisted for a long time.

### Michauxia

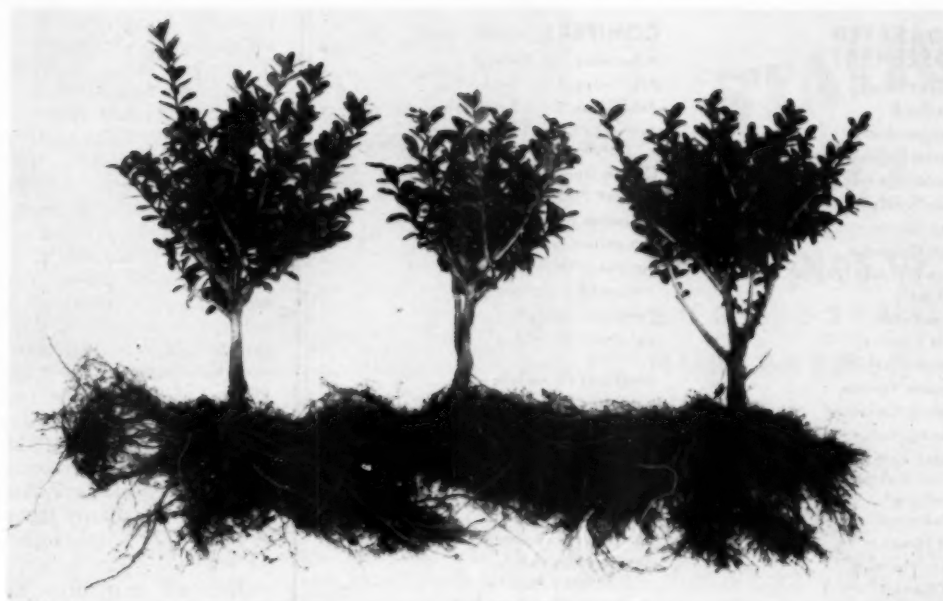
A newcomer to the ranks of commercial plant growers asks for an honest appraisal of *Michauxia campanuloides* as a plant for American gardens. I do not claim to know all there is to know about hardy plants, but I do try to be honest in my judgments, and when I call a plant good, it means just that, according to my way of seeing these matters.

*Michauxia campanuloides* has long been known to gardeners, but has had practically no attention in this country. Its appearance in European lists is sporadic, though one can usually find it without too much searching. Although it comes from southwest Asia, which has sent many good plants that are too tender for the winters in latitude 45 degrees north, it has always been perfectly hardy here. In good soil it grows three or four feet tall (the literature says up to five feet) and produces large white flowers over a long period in summer, perhaps best compared to the climbing lily, *Gloriosa superba*, in shape. It is a biennial, according to the books, though, like many another of that class, it does not always bloom the second year after starting into growth from seeds and is therefore best called monocarpic. Therein, no doubt, lies the reason for its neglect by gardeners, because biennials are not generally well liked.

It is a plant for generous treatment, if spectacular results are wanted, and under good care it is a remarkable plant. If customers do not object to biennials, a planting

# South's largest stock!

## ILEX ROTUNDIFOLIA



These Rotundifolia liners are compact and well shaped. Note the sturdy root system.

### PRICES

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##### Sheared Specimens

	Per 10	Per 100
8 to 10 inches.....	\$ 6.25	\$ 60.00
10 to 12 inches.....	8.00	75.00
12 to 15 inches.....	12.50	100.00
15 to 18 inches.....	13.50	120.00
18 to 24 inches.....	16.50	150.00
24 to 30 inches.....	20.00	180.00

#### Liners

##### Outside Bed-Grown

(Prices include packing)

	Per 100	Per 1000
4 to 6 inches.....	\$10.00	\$ 90.00
6 to 8 inches.....	12.50	115.00
8 to 12 inches.....	15.00	140.00

#### Liners

##### Field-Grown

(Packing will be charged at cost)

	Per 100	Per 1000
6 to 8 inches.....	\$25.00	\$200.00
8 to 10 inches.....	35.00	300.00

F.O.B. Semmes, Ala.

\*Information on truck or trailer shipments on request.

Now is a good time to replenish your Ilex rotundifolia stock. At present we can supply you from the largest planting in the south. All these plants are exceptional quality . . . have good color . . . an excellent root system . . . and are well branched. We also have many other varieties of Ilex. Write for our catalog.

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# QUALITY EVERGREENS

## BROAD-LEAVED EVERGREENS

Abelia Grandiflora  
Buxus Harlandi  
Buxus Sempervirens  
Cotoneaster Francheti  
Cotoneaster Horizontalis  
Elaeagnus Fruitlandi  
Elaeagnus Simoni  
Euonymus Coloratus  
Euonymus Fortunei Erectus  
(small leaf)  
Euonymus Patens  
Gardenia Fortunei  
Ilex Cornuta Burfordi  
Ilex Cornuta Femina  
Ilex Crenata Convexa  
Ilex Crenata Rotundifolia  
Ilex Opaca East Palatka  
(heavily sheared)  
Ilex Vomitoria  
(well sheared)  
Pride of Houston  
Jasminum Floridum  
Laurel Cherry  
(well sheared)  
Ligustrum Lucidum  
(Griffing type)  
Ligustrum Lucidum  
(Black Wax)  
Ligustrum Lucidum Nanum  
Loropetalum Texanum  
Magnolia Glauca  
Magnolia Grandiflora  
Magnolia Soulangeana  
Magnolia Soulangeana Nigra  
Nandina Domestica  
Photinia Serrulata

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Arborvitae, Or. Berckmans  
(Aurea Nana)  
Arborvitae, Or. Blue Cone  
(very compact)  
Arborvitae, Or. Bonita  
Arborvitae, Or. Bonita Golden  
Arborvitae, Or. Excelsa  
Arborvitae, Or. Fruitland  
(Green Berckmans)

## CONIFERS, cont.

Arborvitae, Or. Newark  
Arborvitae, Occ. Globosa  
Arborvitae, Occ. Pyramidalis  
Arborvitae, Occ. Nigra  
(Dark Green)  
Cedrus Deodara  
Juniper, Andorra  
Juniperus Excelsa Stricta  
Juniperus Glauca Hetzi  
Juniperus Glauca Hetzi  
(staked and sheared)  
Juniperus Fastigiata  
Juniperus Hibernica  
(Irish)  
Juniperus Pfitzeriana  
Juniperus Pfitzeriana Compacta  
Juniper Pfitzeriana Aurea  
Juniperus Sabina  
Juniperus Sabina Vonehron  
Juniperus Sabina Vonehron  
(staked and sheared)  
Juniperus Scopulorum  
Juniperus Sylvestris  
(Chinensis Femina)  
Juniperus Virginiana Burki  
Juniperus Virginiana Canaerti  
Juniperus Virginiana Dundee  
Juniperus Virginiana Glauca  
Pinus Mughus  
Pinus Nigra  
(Austrian Pine)  
Pinus Sylvestris  
(Scotch Pine)

## CANNED STOCK

Abelia Grandiflora  
Gardenia Fortunei  
Gardenia Mystery  
Ilex Burfordi  
Ilex Convexa  
Ilex Rotundifolia  
Ilex Helleri  
Magnolia Grandiflora  
Pyracantha Formosana  
(light)  
Pyracantha Lalandi  
(light)  
Crape Myrtle

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in one's show garden should do well. It comes readily from fresh seeds and grows without fussing in well-drained soil.

## Fuchsia Magellanica

If the Wisconsin correspondent who recently asked about Fuchsia magellanica had been interested in plants in the early 1930's, he would remember the fanfare which brought some named varieties to attention; if he had been a reader of the American Nurseryman then, he would remember that this department reminded its northern readers with something like this: Fuchsia magellanica is an interesting plant and no doubt will be a profitable one for growers south of the latitude of St. Louis, but it is not likely to be of much use to northerners. I have grown several of the short-tubed fuchsias in my day and have not found any, with the exception of the plant that was formerly known as F. discolor (now known as a variety of F. magellanica, I believe) which could stand the winters in the Great Lakes area without a great deal of coddling, and discolor was not hardy in our trials in northern Ohio unless given a warm jacket.

But all that does not detract from the value of F. magellanica forms in the more favored parts of the country. Judging from my own experience, however, I should not expect that my Wisconsin friend would find any fuchsia a satisfactory outdoor item.

## Gas Plant

A Massachusetts reader of this column points out the fact that I never praise the gas plant, Dictamnus albus. If that is true it is not because I do not admire the plant, and I shall correct the defect with this little note.

I am convinced that modern gardeners could, to their great advantage, take a cue from those who labored while this century was younger and no garden was complete without a few gas plants. In those days it was the custom to mingle them with another favorite of old-time gardens, the moss rose.

Gas plants are among the most imperishable of herbs, continuing to grow in size and grace through the years, if left undisturbed in their sunny, well-drained home. I had a fresh reminder of their indestructibility last summer, when I searched for and found, in a section of the nursery which was abandoned in the early years of World War II, several gas plants which were then



# Cloverset Farm....



## EXPERIMENTAL STATION for

**THOUSANDS OF  
SUCCESSFUL  
NURSERYMEN!**

Nowadays practically everyone realizes that there's more profit in selling potted stock—the question is, which pots to use? Because we want to continue to make the best possible pots, we do a lot of experimenting here in our own cash-and-carry nursery; every new idea, whether or not it comes from inside our own organization, is thoroughly tested through a complete growing and selling period. These years of experience have taught us that a good pot must have these ten features:

- 1 It must last a full year or more in the sales frame.
- 2 Roots must be safely contained within the soil ball so that transplanting may be done at any time.
- 3 It should have a bottom opening adequate for good drainage without waterlogging; no rock or gravel necessary.
- 4 Bottom must be wide enough to prevent blowing over when spaced in frames.
- 5 It should be made in sufficient sizes to accommodate stock of any salable size.
- 6 It should be neat and uniform in appearance, an asset to the sales area.
- 7 And tough enough to permit handling in frame and salesyard.
- 8 Pot should be easy for customer to remove, either at once or a week or even a month after delivery.
- 9 It should be light as possible to reduce freight costs, yet fill these requirements.
- 10 It must be sufficiently low in price that it may be given away with the plant.

*Only the new Cloverset Pots fill all ten requirements.*

**TABS FOLDED IN AT FACTORY; READY TO USE**



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KANSAS CITY 14, MO.**

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**Moorestown Gardens, Inc.,**  
**Moorestown, Burlington Co., N. J.**

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SAMPLES,  
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INFORMATION**

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105th & Wornall Rd., Kansas City 14, Mo.

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Please send items checked. I enclose \_\_\_\_\_ c.

☐ Sample set of 5 pots at 50c (limit one set).

☐ Prices and complete information about pots, potting aids and advertising helps.

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# LINING-OUT STOCK

	Each per 100	Each per 1000
<b>JUNIPERUS PFITZERIANA</b> , silvery-blue strain		
1000 2-yr., X, 8 to 10 ins., field beds	\$0.35	\$0.32
5000 3-yr., XX, 12 to 15 ins., field beds	.45	.40
<b>ILEX CRENATA</b> (Japanese Holly)		
50,000 2-yr., S., 4 to 6 ins.	.10	.05
8000 3-yr., S., XX, 6 to 9 ins., field beds	.30	.25
<b>ILEX CONVEXA</b> (Bullata)		
1000 1-yr., X, flats, 4 to 6 ins.	.15	.14
15,000 2-yr., X, 6 to 9 ins., field beds	.25	.20
5000 3-yr., XX, 8 to 12 ins., field beds	.35	.30
<b>PYRACANTHA COCCINEA LALANDI</b>		
3000 1-yr., S., 4 to 8 ins.	.10	.08
4000 2-yr., S., X, 8 to 10 ins., deep flats	.20	.18
<b>TAXUS CUSPIDATA</b> , spreading		
1000 3-yr., X, 8 to 10 ins., field beds	.35	.30
<b>AZALEAS</b> , hardy, deciduous		
4500 <i>Mollis</i> , 2-yr., S., X, 4 to 6 ins., flats	.18	.16
700 <i>Nudiflora</i> , 2-yr., S., X, 3 to 6 ins., flats	.16	.14
1000 <i>Calendulacea</i> , 2-yr., S., X, 4 to 6 ins., flats	.16	.14
2000 <i>Vaseyi</i> , 2-yr., S., X, 3 to 4 ins., flats	.20	.18
700 <i>Schlippenbachii</i> , 2-yr., S., X, 4 to 6 ins., flats	.25	.22
<b>EUONYMUS ALATUS</b>		
200 3-yr., XX, 12 to 18 ins., field beds	.30	..
<b>CORNUS FLORIDA</b> (White-flowering Dogwood)		
1600 2-yr., S., X, 18 to 24 ins., field beds	.30	.25
400 2-yr., S., X, 24 to 30 ins., field beds	.40	.35

All above listed stock for shipment anywhere in the United States.

TERMS: Cash with order, 2% discount. Free packing. A total of 5% discount on orders of \$300.00 or more. 50 of each variety and size at 100 rate; 300 at 1000 rate.

## BROOKFIELD GARDENS

U. S. Rt. 46

DELAWARE, N. J.

seedlings and have now grown, in solid grass, into lovely specimens. And from them one is assured of a beautiful display of airy flowers in white or rose red, on 2 to 3-foot plants, commencing every June.

### Selling Perennials in Midsummer

An Indiana reader, new to the trade, writes in part as follows: "According to my limited observations, the average local nurseryman runs a feast and famine business; he eats during spring and fall, and the balance of the year he is supposed to hibernate. Why can't I keep right on selling throughout the summer?" My dear sir, you can—if you cause interested people to generate enough enthusiasm for gardening during the heat of summer. How to do that is something for you to figure out; the matter of handling the plants in summer is not insurmountable.

There seems to be a common impression among commercial growers and gardeners alike that spring and late fall are the only times of the year when perennials can be moved with any degree of safety. That erroneous opinion has been dispelled in some cases since the introduction of paper pots, but many growers dislike to use the pots throughout the summer because of the extra labor and expense involved, and they often think that plants cannot be handled from the field while in bloom. Of course, there are a few kinds, such as the poppies and some catchflies, that resent disturbance while they are in a vegetative state, but, in the main, perennials can be moved even during the blooming period, providing the roots are not unduly disturbed. The midsummer is no time to make long-distance shipment of field-grown plants, but it should be possible to handle local sales then just as well as at any other time of the year.

This method is recommended: Thoroughly wet down the plants that are to be moved and lift them with a ball of earth around the roots; instruct your customers to keep the plants in that condition until they are in the ground again. Then, if they are properly watered, there is no good reason why most perennials cannot be moved during the summer months.

STANLEY LEONARD, of Leonard & Leonard, landscape architects, Pittsburgh, Pa., recently returned with his wife and youngest daughter from a trip to Miami Beach, Fla., and Nassau, in the Bahama islands.

NURSERY STOCK GROWN IN THE HIGHLANDS OF EAST TENNESSEE, MIDWAY BETWEEN THE NORTH AND THE SOUTH.

## WHOLESALE LIST

LANDSCAPE STOCK		Per 100	50	Hypericum moserianum, bed-grown, B&B.....	\$ 85.00
1000	<i>Abelia grandiflora</i> , bed-grown, 18 to 24 ins., B&B.....	\$ 60.00	300	<i>Ilex rotundifolia</i> , unsheared, 18 to 24 ins., B&B.....	285.00
100	<i>Aucuba</i> , green, female only, 12 to 18 ins., B&B.....	175.00	300	<i>Jasminum floridum</i> , bed-grown, 2 to 3 ft., B&B.....	85.00
100	18 to 24 ins., B&B.....	235.00	300	<i>Jasminum nudiflorum</i> , bed-grown, 2 to 3 ft., B&B.....	85.00
100	24 to 30 ins., B&B.....	285.00	200	<i>Juniperus depressa plumosa</i> , 24 to 30 ins., B&B.....	235.00
50	30 to 36 ins., B&B.....	335.00	500	<i>Juniperus pfitzeriana</i> , semiupright type, 18 to 24 ins., B&B.....	185.00
100	Bamboo, broad-leaved, clumps, B&B.....	135.00	1000	24 to 30 ins., B&B.....	235.00
100	Bamboo, dwarf, evergreen, 2-yr. clumps, B&B.....	115.00	500	30 to 36 ins., B&B.....	285.00
500	<i>Bambusa argentea</i> , shoots.....	50.00	25	<i>Juniperus conferta</i> , 24 to 30 ins., B&B.....	285.00
200	<i>Berberis julianae</i> , unsheared, 12 to 15 ins., B&B.....	135.00	50	Korean Boxwood, unsheared, 18 to 24 ins., B&B.....	315.00
200	<i>Berberis julianae</i> , unsheared, 18 to 24 ins., B&B.....	235.00	200	<i>Ligustrum amurense</i> (Common Southern Privet). Cheapest plant available to screen dumps, alleys, etc. Fine for windbreaks. These plants were planted 2 ft. apart in 4-ft. rows to achieve height without much spread. For people who want immediate showing. 6 to 7 ft., B&B.....	185.00
200	Burford Holly, 18 to 24 ins., B&B.....	235.00	200	<i>Ligustrum amurense</i> , 8 to 9 ft., B&B.....	235.00
200	Burford Holly, 24 to 30 ins., B&B.....	285.00	100	<i>Ligustrum henryi</i> , 30 to 36 ins., B.R.....	90.00
200	<i>Chrysanthemum</i> , field clumps. Bronze-apricot shading to yellow in center, outer petals displaying fringe effect. Flowers two to three inches in diameter, flat type. Blooms late. Divide in May. Clumps should yield twelve to fifteen divisions.....	35.00	100	<i>Ligustrum lucidum</i> , extra-nice and bushy, 3 to 4 ft. high with 3 to 4-ft. spread, B&B.....	435.00
200	<i>Chrysanthemum</i> , Feathermum, field clumps. Two-tone burgundy and gold color. Blooms late. Double flowers three to four inches in diameter. Plant clumps in elevated beds now (to prevent freezing out). Each clump should yield twelve to fifteen divisions next spring. Divide in May.....	65.00	200	<i>Ligustrum sinense pendula</i> , bed-grown, weep- ing privet, 2 to 3 ft., B&B.....	85.00
200	<i>Chrysanthemum</i> Little Bob, field clumps. Al- ways popular. Blooms late. Button type. Withstands early frosts. Clumps should yield twelve to fifteen divisions. Divide in May.....	35.00	200	<i>Lonicera fragrantissima</i> , 18 to 24 ins., B.R.....	60.00
200	Cherry Laurel, unsheared, 3 to 4 ft., B&B.....	290.00	100	<i>Mahonia bealei</i> , 18 to 24 ins., B&B.....	185.00
100	Chinese Chestnut, bearing size, 7 to 8 ft., B&B.....	850.00	100	bushy, 18 to 24 ins., B&B.....	265.00
100	<i>Comptonia asplenifolia</i> , fine for shade and dry areas, 18 to 24 ins., B&B.....	135.00	100	bushy, 24 to 30 ins., B&B.....	385.00
50	<i>Cotoneaster microphylla</i> , 18 to 24 ins., B&B.....	165.00	50	<i>Matsudana Willow</i> . The dry crackle of these corkscrew stems in winter winds is an inter- esting feature. 6 to 8 ft., B&B.....	280.00
10,000	Creeping Phlox, red, blue, white, pink, 1-yr. clumps, B.R., \$140.00 per 1000.....	16.00	50	<i>Matsudana Willow</i> , 8 to 10 ft., B&B.....	385.00
100	Cut-leaved Mallow, red, 2-yr. clumps, B.R.....	67.50	200	Mexican Bamboo. Belongs to Polygonum fam- ily. Sometimes called Mexican coral-fringe. Reddish-pink flowers in September. Excel- lent for dried flower arrangements. 2-yr. clumps, B&B.....	135.00
100	<i>Deutzia gracilis</i> , 15 to 18 ins., B.R.....	65.00	50,000	<i>Ophiopogon</i> . Fine for shade. Excellent ground cover, ideal for borders. Blue spike flowers in August and September. Divisions, \$90.00 per 1000.....	10.00
50	<i>Deutzia gracilis</i> , 18 to 24 ins., B.R.....	85.00	50	<i>Philadelphus coronarius</i> , extra-good, 5 to 6 ft., B&B.....	235.00
200	<i>Deutzia</i> Pride of Rochester, extra-good, 4 to 5 ft., B&B.....	115.00	75	<i>Photinia serrulata</i> , red-stemmed, 3 to 4 ft., B&B.....	287.50
50	<i>Elaeagnus</i> , broad-leaved, trimmed, 3 to 4 ft., B&B.....	365.00	100	<i>Plumbago larpendiae</i> , 2-yr. clumps, B&B.....	58.50
100	<i>Elaeagnus reflexa</i> , unsheared, 3 to 4 ft., B&B.....	240.00	50	<i>Pyracantha boundsi</i> , orange-berried, the best, 24 to 30 ins., B&B.....	235.00
100	<i>Elaeagnus reflexa</i> , trimmed, 3 to 4 ft., B&B.....	340.00	100	<i>Pyracantha boundsi</i> , 30 to 36 ins., B&B.....	375.00
5000	English Ivy ( <i>Hedera helix</i> ), 2-in. pots.....	11.00	100	<i>Pyracantha graberi</i> , red-berried, 3 to 4 ft., B&B.....	375.00
200	English Laurel, Howell strain, hardiest of the English Laurels, 12 to 15 ins., B&B.....	165.00	100	Regel Privet, bushy, 3 to 4 ft., B&B.....	138.00
100	English Laurel, Howell strain, 18 to 24 ins., B&B.....	265.00	200	<i>Sedum glaucum</i> , divisions, B.R.....	28.00
800	<i>Euonymus coloratus</i> , bed-grown, bronze-red wintercreeper. Thrives here in sun or shade. One of best ground covers, 18 to 24 ins., B.R.....	35.00	300	<i>Sedum spectabilis</i> , Brilliant, 2-yr. clumps, B.R.....	35.00
200	<i>Euonymus patens</i> , 15 to 18 ins., B&B.....	85.00	50	<i>Spiraea opulifolia</i> , 3 to 4 ft., B.R.....	80.00
200	18 to 24 ins., B&B.....	165.00	200	<i>Spiraea thunbergi</i> , 12 to 15 ins., B.R.....	60.00
100	24 to 30 ins., B&B.....	285.00	50	<i>Spiraea vanhouttei</i> , 15 to 20 canes, 3 to 4 ft., B&B.....	185.00
100	30 to 36 ins., B&B.....	335.00	200	Strap-leaved English Laurel, 12 to 15 ins., B&B.....	137.50
100	3 to 4 ft. high with 3 to 4-ft. spread, B&B.....	485.00	200	<i>Taxus brevifolia nana</i> , upright. These plants have definitely been root-pruned. 3 to 4 ft., B&B.....	715.00
200	<i>Euonymus vegetus</i> , bed-grown, big-leaved win- tercreeper. Fine for ground covers, massing or facing down broad-leaved plantings, 9 to 12 ins., B.R.....	27.50	100	<i>Teucrium</i> , 2-yr. clumps, B&B.....	63.50
300	<i>Euonymus vegetus</i> , 12 to 15 ins., B.R.....	35.00	800	<i>Tritoma</i> , Howell strain, hardiest for us. Divisions.....	40.00
100	<i>Forsythia spectabilis</i> , 4 to 5 ft., B&B.....	115.00	50	<i>Viburnum setigerum</i> , 30 to 36 ins., B&B.....	215.00
200	<i>Forsythia Spring Glory</i> , extra-good, 5 to 6 ft., B&B.....	235.00	25	Weeping Willow, 5 to 6 ft., B&B.....	235.00
5000	Hardy Candytuft, 1-yr. clumps, \$200.00 per 1000.....	22.00	25	Weeping Willow, 6 to 7 ft., B&B.....	285.00
2000	Hardy Candytuft, 2-yr. clumps, B&B, using onion sacks. \$400.00 per 1000.....	42.50		LINERS	
100	Hemlock, natural shape and bushy, 3 to 4 ft., B&B.....	390.00	200	<i>Euonymus arborescens</i> , stands cold well, 12 to 18 ins., B&B.....	135.00
500	<i>Hypericum calycinum</i> , clumps. One of best ground covers for sunny conditions ever dis- covered. Ideal to hold banks. B&B.....	60.00	1000	<i>Euonymus patens</i> , 12 to 15 ins., B.R.....	35.00
			1000	<i>Ilex rotundifolia</i> , 9 to 12 ins., B.R.....	35.00
			1000	<i>Ilex rotundifolia</i> , 12 to 15 ins., B.R.....	45.00
				Anyone desiring less than 25 of a kind of above items, please add 10%.	
				Packing at cost. Terms: 3% for cash; or one third down, one third in 30 days and one third in 60 days for those with good credit rating.	
				Note: All prices figured F.O.B. nursery. All heavy balled material to be dug ready for truck pickup.	

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Packing at cost. Terms: 3% for cash; or one third down, one third in 30 days and one third in 60 days for those with good credit rating.

Note: All prices figured F.O.B. nursery. All heavy balled material to be dug ready for truck pickup.

Joe N. Howell Landscape Nurseries

Boyd's Bridge Pike (2nd nursery entrance on left)  
KNOXVILLE, TENN.





## This Business Of Ours

### Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

#### THE UNUSUAL CONIFERS

Speak of conifers and both the nurseryman and the layman think of the usual pines, cedars, firs, spruces, arborvitae and junipers. In addition to these there are a number of coniferous plants that are relatively unknown or grown only casually. This list includes cephalotaxus, cunninghamia, libocedrus, araucaria, sciadopitys, taxodium, sequoia, cryptomeria and larch, all of which are more or less known to nurserymen and gardeners and all of which we have tried in our nursery.

In addition to these there are the extremely exotic species such as podocarpus, taiwania, widdringtonia, fitzroya and a few others. All of these are of interest only to the botanist or to plantmen of tropical climes. Plants in the latter group that are not tropical are, if they are not grown generally, unsatisfactory or unattractive. In the first list, however, are plants that are generally satisfactory, but their distribution is limited by climate, by propagating or transplanting difficulties or by some similar limiting characteristic. It is this list I shall discuss.

The cephalotaxus, or plum yew, we have grown successfully in modest quantities. Both the spreading variety drupacea and the upright fastigiata do well and have a hardiness that parallels Irish yew, which would limit their usefulness in the north. They propagate as easily as do the yews and respond to similar growing conditions, including turning yellow when they get wet feet. Their larger needles make them an interesting variation from the yews where they can be grown.

The cunninghamia, or Chinese fir, is a large, handsome evergreen with shiny, prickly bright green needles. We planted a number on our nursery and around the community. One 40-foot specimen protected by my home remains at the nursery and only a few are left around the town. From its behavior I should consider Virginia is its northern limit. It is propagated from seeds and not too easily.

I have mentioned previously our

experiences with libocedrus. It is a handsome quick-growing evergreen that is completely hardy, but we lose too many when we sell them or plant them on a job no matter how carefully we ball them. Quick growth and a coarse root system make them impractical for general nursery sales.

The araucaria, or monkey puzzle, is another one of those plants that are limited by climatic features other than cold. Coming from the Andes slopes of Chile, it is accustomed to cool, humid weather. My father once propagated a good stand

of about 900 little plants, but in each step, from seedbed, to pots, to planting bed and to field, they died with a systematic regularity, one here, one there, until finally there were only three 3 to 4-foot plants. These died without our ever selling any. As many died in summer as in winter. Those familiar with the plant would find it easy to see why it is called monkey puzzle. The leaves are sharp, pointed bracts that cover every twig and branch; they certainly would be difficult for man or monkey to climb.

The sciadopitys, or umbrella pine, is a beautiful, compact little evergreen with long, stiff, whorled needles. It is extremely sensitive to drought and is a plant only for the connoisseur. It will stand modest amounts of cold weather.

The taxodium, or bald cypress, a deciduous conifer, is probably the most widely known of this list and is commonly grown. The unusual features are the deciduous leaves and its ability to grow not only in

## GUARANTEED-TO-LIVE TRANSPLANTED EVERGREENS

	Per 1000
American Arborvitae, 4-yr. transplants, (2-2), 4 to 8 in.	\$65.00
Balsam Fir, 4-yr. transplants, (2-2), 4 to 6 in.	65.00
Douglas Fir, 4-yr. transplants, (2-2), 6 to 8 in.	65.00
European Larch, 3-yr. transplants, (2-1), 8 to 12 in.	50.00
Austrian Pine, 4-yr. transplants, (2-2), 5 to 10 in.	65.00
Red Pine, 4-yr. transplants, (2-2), 4 to 10 in.	65.00
Red Pine, 3-yr. transplants, (2-1), 3 to 5 in.	50.00
Scotch Pine, 3-yr. transplants, (2-1), 3 to 7 in.	55.00
Engelmann Blue Spruce, 4-yr. transplants, (2-2), 3 to 5 in.	70.00
Norway Spruce, 5-yr. transplants, (2-3), 6 to 10 in.	70.00
Norway Spruce, 4-yr. transplants, (2-2), 4 to 8 in.	60.00
White Spruce, 3-yr. transplants, (2-1), 3 to 5 in.	50.00

### SEEDLINGS

(Not Guaranteed)

Mugho Pine, 3-yr. seedlings, (3-0), 4 to 8 in.	25.00
Red Pine, 3-yr. seedlings, (3-0), 5 to 8 in.	25.00
Black Hill Spruce, 3-yr. seedlings, (3-0), 4 to 10 in.	30.00
Colorado Blue Spruce, 3-yr. seedlings, (3-0), 3 to 5 in.	35.00
White Spruce, 3-yr. seedlings, (3-0), 4 to 8 in.	25.00

### TERMS

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

### OUR GUARANTEE

90 per cent of all transplants sold at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1955. (Seedlings not guaranteed.)

We believe that we grow and ship more transplanted evergreen trees than any other privately owned nursery in the country. Several other varieties of transplants available. Send for complete list of stock.



**WESTERN MAINE FOREST NURSERY CO.**

DEPT. AN-215

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SHADE TREES

In good assortment.

SHRUBS, VINES  
HEDGE PLANTS, etc.

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NEWARK, NEW YORK STATE

**BOULEVARD NURSERIES**  
Newport, R. I.

- Quality Nursery Stock
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- Root-Thru Plant Pots

**PRIVET and BERBERIS**  
Splendid Stock

Write for Special Quotations

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DELAWARE

profit from the fast-growing market  
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## NO-SEE GRASS BARRIER

4 inches deep

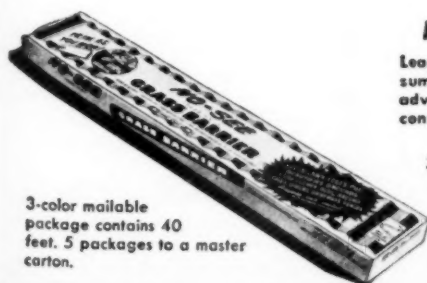
STOPS GRASS  
HERE!

**Sells spring, summer and fall!**  
*Repeats and repeats . . . because the average customer buys 8 packages*

Edges lawns permanently. Eliminates grass trimming. Cuts lawn work in half. Stops all kinds of grasses from spreading into cultivated areas. Used around trees, shrubs, flower beds; along fences, hedges and driveways. Gives lawns that well-cared-for look.

No-See Grass Barrier is made of corrugated, galvanized steel that lasts a lifetime. Easy-to-handle sections two feet long by four inches deep lock together to make any length. Bends easily around corners or at right angle.

**Advertised retail—40-ft. package \$4.98**



3-color mailable package contains 40 feet. 5 packages to a master carton.

### NATIONALLY ADVERTISED

Leading national home and garden consumer publications will carry large 2-color advertisements all season, guaranteeing consumer demand for NO-SEE products.

**Stocked by leading hardware and garden supply jobbers.**  
**Liberal discounts.**

## NO-SEE ROOT FENCE

12 inches deep

STOPS ROOTS  
HERE!

**Eliminates a problem common to millions of home owners!**

Bars shrub, hedge and vine roots from robbing flower beds of moisture and plant food. Impenetrable steel barrier 12 inches deep allows flowers to flourish close to shrub backgrounds. Makes the difference between straggly, puny flowers and well-nourished, prize-winning blooms!

NO-SEE Root Fence is made of special hot-dipped, galvanized steel, corrugated to permit expansion and contraction as the soil freezes and thaws. Lasts a lifetime. Easy-to-handle sections two feet long by 12 inches deep lock together with special twist clips to make length needed.

**Advertised retail . . . . .** box of 25 two-foot sections (50 ft.) **\$19.95**  
(Individual section . . . 89c)



### SELF-SERVE DISPLAY

Remove top wood member from box and it makes self-serve display. Brilliant 4-color panel tells sales story.

**KEELOR STEEL, INC.**

905 NINTH ST. S. E., MINNEAPOLIS 14, MINN.

# ORNAMENTAL SHRUBS

BARBERRY, Red-leaved Per 100 Per 1000			KOLKOWITZIA Amabilis Per 100 Per 1000		
12 to 15 ins.	\$ 35.00	\$ 300.00	12 to 18 ins.	\$25.00	\$220.00
15 to 18 ins.	40.00	350.00	18 to 24 ins.	45.00	400.00
BARBERRY, Thunbergi			2 to 3 ft.	55.00	500.00
12 to 15 ins.	21.00	180.00	3 to 4 ft.	60.00	550.00
15 to 18 ins.	28.00	250.00	LILAC, Common Purple		
18 to 24 ins.	35.00	300.00	12 to 18 ins.	25.00	220.00
BUTTERFLY BUSH (Buddleia)			18 to 24 ins.	35.00	320.00
Charming, Dubonnet, Ile de France			PHILADELPHUS Virginal		
Medium	25.00	220.00	12 to 18 ins.	28.00	250.00
No. 1	30.00	270.00	18 to 24 ins.	40.00	350.00
CORNUS Florida			2 to 3 ft.	50.00	450.00
18 to 24 ins.	80.00	750.00	PRIVET, Regel		
2 to 3 ft.	125.00	1100.00	12 to 18 ins.	25.00	220.00
COTONEASTER Acutifolia			18 to 24 ins.	40.00	350.00
2 to 3 ft.	40.00	350.00	2 to 2 1/2 ft.	50.00	450.00
3 to 4 ft.	45.00	400.00	RHODOTYPOS Kerrioides		
CYDONIA Japonica			18 to 24 ins.	50.00	450.00
12 to 18 ins.	25.00	200.00	2 to 3 ft.	60.00	550.00
18 to 24 ins.	33.00	300.00	RHUS (Sumac), Cut-leaved		
2 to 3 ft.	45.00	400.00	18 to 24 ins.	25.00	220.00
DEUTZIA Lemoinei			2 to 3 ft.	35.00	300.00
9 to 12 ins.	22.00	260.00	RHUS (Sumac), Smooth		
12 to 18 ins.	35.00	320.00	12 to 18 ins.	18.00	150.00
18 to 24 ins.	45.00	400.00	18 to 24 ins.	25.00	200.00
DEUTZIA Pride of Rochester			RHUS (Sumac), Staghorn		
12 to 18 ins.	22.00	200.00	2 to 3 ft.	35.00	300.00
EUONYMUS Patens			3 to 4 ft.	45.00	400.00
18 to 24 ins.	80.00	750.00	SALIX Purpurea		
EUONYMUS Radicans Erecta			18 to 24 ins.	28.00	250.00
12 to 15 ins.	50.00	450.00	2 to 2 1/2 ft.	40.00	350.00
15 to 18 ins.	65.00	600.00	SPIREA Arquta		
FORSYTHIA Intermedia Spectabilis			12 to 18 ins.	25.00	220.00
12 to 18 ins.	28.00	250.00	18 to 24 ins.	35.00	300.00
18 to 24 ins.	40.00	350.00	2 to 3 ft.	45.00	400.00
2 to 3 ft.	50.00	450.00	SPIREA Billiardi, Pink		
3 to 4 ft.	60.00	550.00	12 to 18 ins.	25.00	220.00
FORSYTHIA Spring Glory			18 to 24 ins.	35.00	300.00
12 to 18 ins.	30.00	250.00	2 to 3 ft.	45.00	400.00
18 to 24 ins.	45.00	400.00	SPIREA Blue Mist		
2 to 3 ft.	55.00	500.00	Medium	25.00	200.00
3 to 4 ft.	65.00	600.00	No. 1	35.00	300.00
HONEYSUCKLE, Fragrantissima			SPIREA Froebeli		
12 to 18 ins.	25.00	220.00	12 to 18 ins.	30.00	270.00
18 to 24 ins.	35.00	300.00	18 to 24 ins.	35.00	300.00
2 to 3 ft.	45.00	400.00	2 to 2 1/2 ft.	40.00	350.00
HONEYSUCKLE, Grandiflora Rosea			SYMPHORICARPOS Chenaulti		
18 to 24 ins.	35.00	300.00	18 to 24 ins.	25.00	220.00
2 to 3 ft.	45.00	400.00	2 to 3 ft.	30.00	270.00
HONEYSUCKLE, Tatarian Pink			3 to 4 ft.	35.00	300.00
18 to 24 ins.	35.00	300.00	SYMPHORICARPOS Racemosus		
HONEYSUCKLE, Tatarian Red			18 to 24 ins.	22.00	200.00
3 to 4 ft.	55.00	500.00	2 to 3 ft.	28.00	250.00
HONEYSUCKLE, Zabeli			TAMARIX Africana		
18 to 24 ins.	35.00	300.00	12 to 18 ins.	25.00	220.00
3 to 4 ft.	55.00	500.00	18 to 24 ins.	35.00	300.00
HYDRANGEA, Peegee			2 to 3 ft.	45.00	400.00
12 to 18 ins.	30.00	250.00	VIBURNUM Opulus Sterile		
18 to 24 ins.	40.00	350.00	12 to 18 ins.	35.00	300.00
2 to 3 ft.	50.00	450.00	WEIGELA Eva Rathke		
			12 to 18 ins.	32.00	280.00
			18 to 24 ins.	45.00	400.00
			WEIGELA Newport Red		
			2 to 3 ft.	60.00	550.00
			3 to 4 ft.	75.00	700.00

Write for quantity quotations.

*The Shenandoah Nurseries*  
(Lake's)

SHENANDOAH, IA.

damp places but actually in swamps. One should not make the mistake of thinking he can transplant one to a swamp, however. They will grow there naturally from seeds, but that is all. The bald cypress will stand a fair amount of cold and will probably grow as far north as New York city.

The sequoia, as famous as it is in California and as well known as it is throughout the plant world by name, just is not a proper plant subject for the eastern United States. There are a few plants in Maryland and similar areas but they are rare. It is sensitive both to cold and to low humidity and, I am fairly sure, requires precise soil conditions.

To us the cryptomeria is not unusual at all, for it grows well with us. We grow a number of them and have planted a good many around the countryside. However, judging from the way visitors to the nursery respond to it, it must be uncommon from Maryland north. Both *C. japonica* and variety *lobbi* grow well with us and make tall, handsome evergreens, growing rapidly. Trees 25 years old will be 50 feet tall. The tree has one peculiar habit: It turns such a deep bronze in winter that even a plantsman unfamiliar with it might think it dead, for even when the bark is scratched the twigs show brown.

The larch is the only one on the list that is really familiar to the northern nurseryman. Both the Japanese and Canadian larches thrive best in cold climates and for that reason are not too successful in Maryland, where the needles tend to burn in the hot summers. One peculiar thing about the larch is that it has adapted itself to dry, cold climate by losing its needles in winter. Such trees grow in areas where freezing occurs before there is an insulating layer of snow on the ground.

As interesting as most of these unusual conifers are, they are not generally successful. This is a pity because all of them are attractive, even though they all have one weak point.

HAVING purchased another tract of 32 acres, across the city from his earlier locations, William Natorp, Cincinnati, O., will open the seventh salesyard of the Natorp Co. in the spring.

THE R. C. Knupper Nursery, Palatine, Ill., is expanding its garden shop and adding a lath house. The firm plans to finish the work for a spring grand opening.



# AN IMPORTANT BASIC *Improvement* IN COMMERCIAL-GROWN ROSES...

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**ROSES**  
BUDED ON A  
**SUPER STRAIN**  
OF  
*Multiflora*  
**ROOT STOCK**

Each PETERSON & DERING Rose is budded on an exclusive super strain of multiflora root stock developed after 20 years of selective growing. Each is grown under exacting care in the P&D Rose fields at Scappoose, Oregon. Each P&D Rose is guaranteed to thrive under any reasonable growing conditions.

**EXTRA SERVICE:** Each bush is individually top tied and labeled.

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- Far less damage to roots when handling.
- Increased vigor and cold tolerance.
- Improved size, color and number of blooms.
- Will thrive under any reasonable growing conditions.

Most ALL-AMERICAN Rose Selections and Other Popular Varieties Available Now

Write or wire for our latest lists.

## 2 NEW P & D INTRODUCTIONS

### The BURNABY Hybrid Tea

Classic large empire yellow exhibition rose with true purity of form and color.

### The AMY Floribunda

Lustrous satin pink blooms in rounded clusters on a compact, symmetrical bush.

OREGON'S BEST SOURCE OF GOOD ROSES

## EASTERN NURSERYMEN

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"THE FINEST ANYWHERE"

*Peterson & Dering*  
**ROSE GROWERS**

SCAPPOOSE

OREGON

## The surest, easiest way to protect your valuable ornamentals and florals from mites



# KILL the MITES with ARAMITE!®

Year after year, destructive mites cause browning and withering of shrubbery, flowers and shade trees, requiring frequent trimming and pruning and eventual replacement. *Now*, with Aramite, you can protect the beauty of these ornamentals and avoid considerable labor and replacement costs. And today's safest, strongest mite-killer costs very little. Aramite gives outstanding control of European Red Mite, Spruce Mite, Two-Spotted Mite and most other mite species. Compatible with most insect and fungus-killing chemicals, with longer residual. *Non-hazardous to humans and animals.*

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producers of seed protectants, fungicides, miticides, insecticides, growth retardants, herbicides: Spergon, Phygon, Aramite, Synklor, MH, Alanap, Duraset.



### Coming Events

#### MEETING CALENDAR

February 1 to 3, New England Nurserymen's Association, Hotel Kenmore, Boston, Mass.

February 3, nurserymen's short course, Agricultural hall, University of Delaware, Newark, Del.

February 7, southern California nurserymen's institute, University of California, Los Angeles, Calif.

February 9, 1-day program for nurserymen sponsored by the extension services of Nassau and Suffolk counties, New York, Knapp Hall lounge, Long Island Agricultural and Technical Institute, Farmingdale, N. Y.

February 9 and 10, Pennsylvania Nurserymen's Association, Yorktowne hotel, York, Pa.

February 10, garden supply dealers' meeting, sponsored by the extension services of Nassau and Suffolk counties, New York, Shadow Lawn restaurant, Hempstead, N. Y.

February 10, estate superintendents' meeting, sponsored by the extension services of Nassau and Suffolk counties, New York, Brookville Country Club, Glen Head, N. Y.

February 15, nursery school, Lake County Nurserymen's Association and the Lake County agricultural extension service, Hellriegel's Inn, Route 20, Painesville, O.

February 15 to 17, nursery conference, sponsored by the department of horticulture of Pennsylvania State University, State College, Pa.

February 19, New Hampshire Plant Growers Association, University of New Hampshire, Durham.

February 20 to 22, Georgia State Florists' and Nurserymen's Association, Bon Air hotel, Augusta, Ga.

February 23, Rhode Island Nurserymen's Association, Johnson's Hummocks grill, Providence, R. I.

February 23 to 25, midwestern chapter, National Shade Tree Conference, Chase hotel, St. Louis, Mo.

February 24 to 26, annual open house, Long Island Agricultural and Technical Institute, Farmingdale, N. Y.

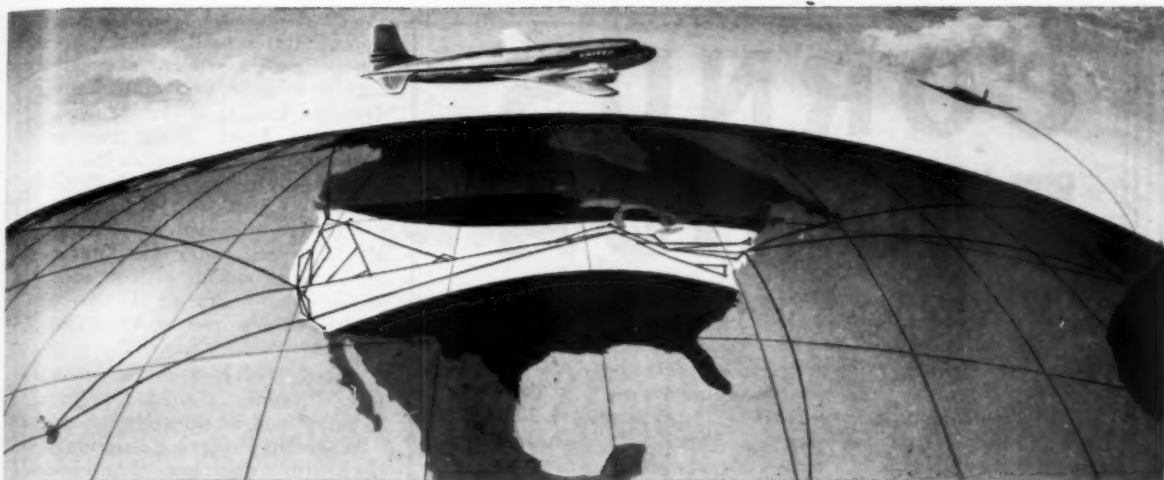
March 5, western chapter, National Shade Tree Conference, northern section, University of California, Davis, Calif. (See January 15 issue.)

April 4 to 6, southern chapter, National Shade Tree Conference, Washington hotel, Washington, D. C.

#### PENNSYLVANIA CONFERENCE

Information on many phases of nursery management will be offered at the 10th annual conference for nurserymen and employees, to be held at Pennsylvania State University, State College, Pa., February 15 to 17.

The morning of Tuesday, February 15, will be devoted to registration, and the conference will open



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# CORNUS FLORIDA

(White-flowering Dogwood)

**SPECIMEN CLUMPS**—Multiple stems, broad tops and heavily branched.

	Each
3 to 4 ft., B&B	\$ 2.50
4 to 5 ft., B&B	3.75
5 to 6 ft., B&B	5.50
6 to 7 ft., B&B	6.50
7 to 8 ft., B&B	8.50
8 to 9 ft., B&B	10.50
9 to 10 ft., B&B	12.50

**SINGLE TRUNK, AND MEDIUM CLUMPS** (Two trunks or more).

3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.75
5 to 6 ft., B&B	3.50
6 to 7 ft., B&B	4.75
7 to 8 ft., B&B	6.75
8 to 9 ft., B&B	7.50
9 to 10 ft., B&B	9.50

**EXTRA-LARGE SPECIMENS**—All extra full.

3-in. trunk, 10 to 12 ft. tall x 6 to 8 ft. wide	35.00
4-in. trunk, 10 to 12 ft. tall x 6 to 10 ft. wide	55.00
5-in. trunk, 10 to 15 ft. tall x 8 to 10 ft. wide	75.00

Specify height, width, single or multiple stem, height of branching, and we can obtain any size, shape or form.

**BURLAPPING**—All trees burlapped in rot-resistant burlap, balls laced tightly with rot-resistant sisal twine and rope. Tops bound securely and safely to prevent injury and breakage.

**DELIVERY SERVICE**—Open top, 32-ft. semi.

Chicago, St. Louis, Kansas City—40c per mi. one way.  
Buffalo, Rochester, New York City, state of N. J., Washington, D. C.—45c per mi.

Cleveland, Columbus, Cincinnati, Dayton, Toledo and Detroit rates slightly higher.

One semi load will hold approximately 300 3 to 4 ft. to 7 to 8 ft.; 200 3 to 4 ft. to 9 to 10 ft., mixed; 150 6 to 7 ft. to 9 to 10 ft., or 75 to 100 8 to 9 ft. to 9 to 10 ft. Combination deliveries accepted.

**USE**—The horizontal-branching habit of White-flowering Dogwood lends itself readily to the horizontal lines of modern architecture of our modern homes.

**MEMBERS**—American Association of Nurserymen  
Ohio Association of Nurserymen.

*We are not in a beetle area.*

*References upon request.*

## WADE & GATTON NURSERIES

BELLVILLE, O.

Phones: Butler 2-3835, 2-3874  
Long distance: Butler 2-3191

References: Dun & Bradstreet  
By Mail: Bellville, O.

at 1:30 p. m. that day, with a welcoming address by Russell E. Larson, head of the department of horticulture at Pennsylvania State University. Mr. Larson will be followed by Edward J. Smith, of the university, who will discuss irrigation for nurserymen. "Plans for Greater Returns to Both Client and Nurseryman" will be the topic of Robert W. Dyas, also of the university. The afternoon session will conclude with an address on holly by Forrest C. Crooks, Tuckmony Nursery, Doylestown, Pa.

Tuesday evening, a motion picture, "Nations United for Spring Beauty," will be shown.

Wednesday morning's session will open with a discussion of herbicides, by W. C. Bramble, of Pennsylvania State University. Charles E. Hess, Cornell University, will then discuss propagation of ornamental plants under mist. A review of mechanized equipment designed for the nursery industry will be offered by LeRoy Hetz, Fairview Evergreen Nurseries, Fairview, Pa.

Howard P. Quadland, director of information for the American Association of Nurserymen, will open the afternoon session with a discussion of salesmanship. He will be followed by Arthur B. Copenhaver, Copenhaver Nurseries, Mechanicsburg, Pa., whose topic will be "Photographic Techniques to Stimulate Nursery Sales." The session will be concluded by W. S. Decker, of Pennsylvania State University, who will discuss the basic principles for successful advertising.

A feature Wednesday evening will be a banquet held in the Nittany Lion Inn.

The conference will conclude Thursday morning with three addresses. The first, "Troublesome Insects and Their Control," will be offered by S. G. Gesell, of Pennsylvania State University. Harold G. Seyler, Farr Nursery Co., Weiser Park, Pa., will follow with a talk entitled, "20 Per Cent." The final item will be a discussion of research with problems of plant propagation, by J. E. Brewer and J. H. Kirch, graduate students in horticulture at the university.

### SOUTHERN CALIFORNIA NURSERYMEN'S INSTITUTE

Problems of soils and soil mixtures will be the chief discussion topic when southern California nurserymen meet at the University of California at Los Angeles for the annual nurserymen's institute, Mon-

## PROFIT by showing customers that *Scott's*® LAWN PERFECTION costs no more

Horticulturally speaking, the best is always the most economical . . . and for thick, sparkling green lawns *Scott's* LAWN CARE AIDES are your proof. Not only does *Scott's* provide the lawn satisfaction home owners expect, but this famous lawn perfection actually costs them no more . . . they need so much less. Yet there is the same full profit for you . . . plus added prestige. If you are not already using *Scott's*, we suggest you start right away. Write at once for trade prices. Our skilled agronomists are also at your service to help solve perplexing turf problems. No obligation, of course.



### *Scott's*\* LAWN CARE AIDES Assure Outstanding Lawns

*Scott's* LAWN SEED—top harvest blend of 100% perennial grasses. Over three times as many seeds per pound as in ordinary blends . . . always COSTS LESS in the long run.

TURF BUILDER®—the complete food especially for grass — 50 pounds is full meal for 5,000 sq. ft.

*Scott's* WEED & FEED® kills weeds and feeds grass in one easy application with spreader.

4-XD®—the safe dry applied weed control.

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*Scott's* SPREADERS seed, feed & weed. Does all three, quickly, accurately.

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Nationally advertised and packaged  
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### FREE *Lawn Care*® BULLETIN SERVICE

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O. M. *Scott* & SONS CO., Seedsmen since 1870, Marysville, Ohio  
also Palo Alto, Calif. • Salem, Ore. • Cranbury, N. J.

## LINING-OUT STOCK

For Spring, 1955, Delivery

This stock is surplus over our own lining-out requirements. You will find these plants well-established, ready to put to field in the spring, 1955. Samples sent on request.

	Each	Per 100
<b>ACER</b> (Maple)		
250 <i>Acer palmatum atropurpureum dissectum</i> , own-root, 2 1/2-in. pots		\$0.45
<b>BERBERIS</b> (Barberry)		
225 <i>Berberis julianae</i> , 2 1/2-in. pots		.20
<b>TAXUS</b> (Yew)		
2000 <i>Taxus cuspidata</i> , 2 1/4-in. pots		.17
<b>THUJA</b> (Arborvitae)		
3500 <i>Thuja occidentalis compacta erecta</i> , 2 1/4-in. pots		.17
<b>VIBURNUM</b>		
800 <i>Viburnum carlesi</i> , 2 1/4-in. pots, own-root		.30

Prices are F.O.B. Westminster, Md.; packing additional at cost. Usual terms to those of established credit. No goods sent C.O.D. unless 25% of amount is sent with order.

**THE WESTMINSTER NURSERIES**  
WESTMINSTER, MD.

## ROSA MULTIFLORA JAPONICA

(Multiflora Rose)

Hardy, northern-grown seedlings. Upright, thorny type for stock-tight living fences, conservation and budding understock. We select our seeds for trueness to type. The plants are excellently grown.

	Per 1000
1 to 2-mm. cal., 8 to 10 ins. in height	\$10.00
2 to 3-mm. cal., 10 to 15 ins. in height	12.50
3 to 4-mm. cal., 12 to 15 ins. in height	15.00
4 to 6-mm. cal., 15 to 24 ins. in height	25.00
6 to 12-mm. cal., 18 to 36 ins. in height	35.00
Conservation grade, 3 to 12-mm. cal., 12 to 24 ins.	22.50

Heights are approximate. Sample for \$2.00. Also sold row run by the pound. You do the counting, at very attractive prices. No charge for packing. Shipped cut back to about 8 ins. unless you state otherwise.

Ask for quantity prices.



**BROOKVILLE NURSERIES**

GLEN HEAD, N. Y.

Nursery-Grown

**RED OAKS**

2 to 7-in. cal.

and

**DOUGLAS FIRS**

4 to 20 ft.

Write for prices.

**THE BUDDIES NURSERY**

P. O. Box 14

BIRDSBORO, PA.

**QUALITY MERCHANDISE  
AT REASONABLE PRICES**

**VANDEBROOK  
NURSERIES**

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

**GROWERS**

EVERGREEN TREE LINING-OUT STOCK

**SUNCREST EVERGREEN NURSERIES**

P. O. Box 594

JOHNSTOWN, PA.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

**The STEDMAN NURSERIES**

NEWFANE, N. Y.

day, February 7. The Chemistry building on the Westwood campus will be used for the institute.

The all-day session will closely parallel a meeting for northern growers, held January 26 at Davis. Both are conducted under the joint sponsorship of the California Association of Nurserymen and the agricultural extension service of the University of California.

Chairman of the southern meeting is Al Pastor, Pastor's Nursery, Inglewood, currently president of the Los Angeles Sunset chapter of the C. A. N. He will act as presiding officer, assisted by Marston H. Kimball, extension ornamental horticulturist at U. C. L. A.

The morning session will begin at 9 o'clock with a speech by Robert W. Hodgson, U. C. L. A.'s dean of agriculture, and will continue until noon with talks on the problems of soil by growers, landscape, retail and technical experts, both nurserymen and university instructors.

Speaking for the industry will be Robert E. Weidner, Buena Park Greenhouses, Buena Park; John Moulder, Moulder Bros., Glendale, and James A. Gibbs, Winsel-Gibbs Seed & Nursery Co., Los Angeles. They will discuss growing, landscape and retail problems, respectively.

Luncheon is to be served in the student union at the close of the morning meeting. Following this break, the afternoon session, scheduled to begin at 1 p. m., will, as in the past, feature panel discussions with those attending dividing into retail and wholesale groups.

Acting as chairman for the retail group will be Richard D. Westcott, general manager of Paul J. Howard's California Flowerland, Los Angeles. Assisting Mr. Westcott will be Jack Bivins, farm adviser, agricultural extension service of Santa Barbara county.

Problems of landscape architects and contractors as well as those of growers will receive attention from the wholesale panel. This meeting will be moderated by Mr. Moulder and D. H. Close, farm adviser, agricultural extension service of San Diego county.

### LAKE COUNTY SCHOOL

"New Insect Control Methods," by Dr. R. B. Neiswander, Ohio State University, will be discussed at the 21st annual 1-day nursery school, to be held by the Lake County (Ohio) Nurserymen's Association in conjunction with the Lake County agricultural extension service, Feb-



# FIELD-GROWN LINING-OUT STOCK

All stock grown in open field beds.

	Each per	Each per		Each per	Each per		Each per	Each per
<b>Azalea Ghent (pontica).</b>	100	1000	<b>Juniperus com. hibernica fastigiata</b>	100	1000	<b>Rhododendron hybrid.</b>	100	1000
3 to 5 ins., 3-yr., T.....	\$0.28	\$0.25	(Compact Irish Juniper).			2-yr., T., field bed.....	\$0.35	\$0.32
5 to 8 ins., 3-yr., T.....	.35	.32	10 to 12 ins., 3-yr., T.....	\$0.42	\$0.40	3 to 5 ins., T.....	.45	.42
8 to 10 ins., 4-yr., T.....	.55	.50	12 to 15 ins., 3-yr., T.....	.48	.45	5 to 8 ins., T.....	.55	.50
<b>Azalea mollis (Chinese Azalea).</b>			15 to 18 ins., 3-yr., T.....	.55	.50	8 to 10 ins., T.....	.85	.80
6 to 8 ins., 2-yr., T.....	.25	.22	<b>Juniperus glauca hesl.</b>			<b>Taxus cuspidata (Spreading Yew).</b>		
8 to 10 ins., 3-yr., T.....	.45	.42	5 to 8 ins., 2-yr., T.....	.35	.32	6 to 8 ins., 1-yr., T.....	.25	.22
10 to 12 ins., 4-yr., T.....	.65	.60	10 to 12 ins., 3-yr., T.....	.45	.42	8 to 10 ins., 2-yr., T.....	.35	.32
12 to 15 ins., 4-yr., T.....	1.35	.90	12 to 15 ins., 3-yr., T.....	.55	.50	10 to 12 ins., 3-yr., T.....	.45	.42
<b>Azalea schlippenbachii.</b>			15 to 18 ins., 4-yr., T.....	.70	.65	<b>Taxus media hicksii</b>		
2-yr., field bed, T.....	.28	.25	<b>Juniperus pfitzeriana aurea</b>			6 to 8 ins., 1-yr., T.....	.28	.25
<b>Buxus sempervirens welleri</b>			5 to 8 ins., 1-yr., T.....	.35	.32	8 to 10 ins., 2-yr., T.....	.38	.35
4 to 6 ins., 2-yr., T.....	.28	.25	<b>Juniperus pfitzeriana compacta</b>			<b>Thuja occidentalis</b>		
6 to 8 ins., 2-yr., T.....	.35	.32	(Nelson Variety). Com. Ea.			12 to 15 ins., 3-yr., T.....	.38	.35
8 to 10 ins., 2-yr., T.....	.45	.42	packy growing, gray per			15 to 18 ins., 4-yr., T.....	.45	.42
<b>Chamaecyparis plumosa aurea</b>			blue, 100 1000			18 to 24 ins., 5-yr., T.....	.55	.50
6 to 8 ins., 2-yr., T.....	.35	.32	3 to 5 ins., 1-yr., T.....	\$0.25	\$0.22	<b>Thuja occ. douglasii aurea</b>		
8 to 10 ins., 2-yr., T.....	.45	.40	5 to 8 ins., 1-yr., T.....	.35	.32	6 to 8 ins., 2-yr., T.....	.35	.32
<b>Euonymus fortunei carrierei.</b>			8 to 10 ins., 1-yr., T.....	.45	.42	8 to 10 ins., 3-yr., T.....	.45	.42
6 to 8 ins., 1-yr., T.....	.25	.22	<b>Juniperus squamata meyeri</b>			<b>Thuja occ. elegantissima lutea</b>		
8 to 10 ins., 2-yr., T.....	.30	.28	5 to 8 ins., 1-yr., T.....	.35	.32	6 to 8 ins., 2-yr., T.....	.35	.32
10 to 15 ins., 3-yr., T.....	.38	.35	8 to 10 ins., 2-yr., T.....	.45	.42	8 to 10 ins., 3-yr., T.....	.45	.42
<b>Euonymus fortunei erectus</b>			<b>Juniperus stricta</b>			10 to 12 ins., 3-yr., T.....	.45	.42
10 to 12 ins., 2-yr., T.....	.28	.25	5 to 8 ins., 1-yr., T.....	.35	.32	12 to 15 ins., 3-yr., T.....	.45	.42
12 to 15 ins., 3-yr., T.....	.35	.32	8 to 10 ins., 2-yr., T.....	.45	.42	<b>Thuja occ. globosa</b>		
15 to 18 ins., 4-yr., T.....	.45	.42	<b>Koeleruteria paniculata</b>			8 to 10 ins., 2-yr., T.....	.35	.32
<b>Euonymus radicans coloratus.</b>			8 to 12 ins., 3-yr., T.....	.18	.16	10 to 12 ins., 3-yr., T.....	.45	.42
8 to 10 ins., 2-yr., T.....	.22	.20	12 to 15 ins., 3-yr., T.....	.22	.20	<b>Thuja occ. pyramidalis</b>		
10 to 15 ins., 2-yr., T.....	.28	.25	18 to 24 ins., 3-yr., T.....	.30	.28	12 to 15 ins., 3-yr., T.....	.55	.50
<b>Euonymus radicans vegetus</b>			<b>Larix europaea (European Larch)</b>			<b>Tsuga canadensis (Hemlock).</b>		
8 to 10 ins., 2-yr., T.....	.25	.22	10 to 15 ins., 3-yr., T.....	.18	.15	8 to 10 ins., 4-yr., T.....	.35	.32
10 to 12 ins., 3-yr., T.....	.35	.32	18 to 24 ins., 4-yr., T.....	.25	.20	10 to 12 ins., 4-yr., T.....	.45	.40
12 to 15 ins., 4-yr., T.....	.45	.40	<b>Leucothoe catesbaei</b>			<b>Viburnum opulus nana</b>		
<b>Hieracium (Japanese Holly).</b>			6 to 8 ins., 2-yr., T.....	.28	.25	1-yr., field bed, T.....	.18	.16
6 to 8 ins., 1-yr., T.....	.25	.22	8 to 10 ins., 3-yr., T.....	.35	.32	2-yr., field bed, T.....	.35	.32
8 to 10 ins., 2-yr., T.....	.35	.32	10 to 15 ins., 3-yr., T.....	.45	.42			
<b>Hieracium convexa (bullata)</b>			<b>Mahonia aquifolium (Oregon</b>					
6 to 8 ins., 1-yr., T.....	.25	.22	Grape-Holly)					
8 to 10 ins., 2-yr., T.....	.45	.40	3 to 5 ins., 2-yr., T.....	.18	.16			
10 to 12 ins., 3-yr., T.....	.70	.65	5 to 8 ins., 3-yr., T.....	.25	.22			
<b>Hieracium helleri</b>			8 to 10 ins., 3-yr., T.....	.30	.28			
1-yr., field bed, T.....	.18	.16	<b>Picea excelsa (Norway Spruce).</b>					
<b>Hieracium rotundifolia (Roundleaf</b>			10 to 12 ins., 4-yr., T.....	.20	.18			
Japanese Holly)			12 to 15 ins., 4-yr., T.....	.25	.22			
6 to 8 ins., 1-yr., T.....	.30	.28	<b>Picea pungens glauca</b>					
8 to 10 ins., 2-yr., T.....	.45	.40	4 to 6 ins., 3-yr., T.....	.50	.48			
10 to 12 ins., 3-yr., T.....	.55	.50	6 to 8 ins., 4-yr., T.....	.58	.55			
<b>Juniper, Andorra (Purple</b>			<b>Pieris floribunda</b>					
Andorra Juniper)			6 to 8 ins., 3-yr., T.....	.35	.32			
6 to 8 ins., 1-yr., T.....	.38	.35	<b>Pieris japonica</b>					
8 to 10 ins., 2-yr., T.....	.45	.42	6 to 8 ins., 3-yr., T.....	.32	.30			
10 to 12 ins., 3-yr., T.....	.55	.50	8 to 10 ins., 3-yr., T.....	.45	.42			
<b>Juniperus communis hibernica</b>			10 to 12 ins., 4-yr., T.....	.65	.60			
(Irish Juniper)			12 to 15 ins., 4-yr., T.....	.80	.75			
10 to 12 ins., 2-yr., T.....	.40	.38	<b>Pinus mugo (Dwarf Mugo Pine).</b>					
12 to 15 ins., 2-yr., T.....	.45	.42	4 to 6 ins., 3-yr., T.....	.18	.16			
cut back 1-yr., T.....	.45	.42	6 to 8 ins., 4-yr., T.....	.22	.20			
15 to 18 ins., 3-yr., T.....	.55	.50	<b>Pyracantha coccinea laetlandi</b>					
			8 to 12 ins., 3-yr., T.....	.32	.30			

Write for our complete price list or refer to our full-page ad in the October 1, 1954, issue.

(We are not open Sundays)

## PALLACK BROS. NURSERIES, INC.

Phone: Zelienople 789 (or 644 evenings)

### FINISHED NURSERY STOCK

Priced in the Ground. Each per 10

<b>Tsuga canadensis (Hemlock).</b>	
3 to 4 ft.....	\$2.50
4 to 5 ft.....	3.25
5 to 6 ft.....	3.75
<b>Taxus capitata (Upright Yew).</b>	
3 to 4 ft.....	8.00
4 to 5 ft.....	9.50
<b>Thuja occidentalis</b>	
(American Arborvitae).	
5 to 6 ft.....	3.00
6 to 7 ft.....	3.75
7 to 8 ft.....	4.50
8 to 10 ft.....	5.25

#### Lining-out Stock

25 at the 100 Rate.  
300 at the 1000 Rate.

TERMS: Cash with order—free packing; otherwise, 1/3 deposit with order and balance C.O.D. and packing at cost. All shipments by railway express.

(31 mi. north of Pittsburgh, Pa., on Rt. 19)  
R. D. 1, HARMONY, PA.

February 15, at Hellriegel's Inn, Route 20, Painesville, O.

Dr. L. C. Chadwick, Ohio State University, will moderate a panel on the use of containers in producing and selling nursery stock. Another panel discussion on "Maintenance, Operation and Keeping of Records on Equipment" will also be conducted, and John Slipper, agronomist, will speak on maintenance of soil tilth.

A noon luncheon will be served, and the evening banquet will be followed by entertainment, concluding the day's events. Evening activities are open to wives and business associates of the nurserymen.

### FARMINGDALE OPEN HOUSE

Halsey B. Knapp, director of Long Island Agricultural and Technical Institute, Farmingdale, N. Y., announces that the institute's annual

open house program will be held February 24 to 26. Students and faculty members will design and staff over 100 exhibits and demonstrations in agriculture, ornamental horticulture, industrial and related areas. The program is held on the institute's main campus, Melville road, Farmingdale, from 10 a. m. to 10 p. m. daily.

### NEW HAMPSHIRE GROWERS

The New Hampshire Plant Growers Association will hold its third annual meeting February 19 at the University of New Hampshire, Durham. Meetings will be open to all growers, and separate sessions will be held for nurserymen, florists, bedding plant growers and seedsmen. All groups will join to hear the featured speakers and participate in a business meeting.

The flourishing association, which

### LILACS ON OWN ROOTS

Leading varieties. All sizes, 3 to 8 ft. 4000, all transplanted.

#### RED LAKE CURRANTS

Assortment of Large-size Plants for Landscape Planting

Having sold land, will clear this fall. Inspection and Correspondence Invited.

### SAMUEL FRASER NURSERY

Box 158  
Geneseo, N. Y.

### HOLLIES

#### Special Announcement

Wilmat Holly Co. is prepared to propagate, on contract for spring delivery, nearly all varieties of red-berried evergreen hollies.

Firm orders accompanied by cash will be booked at new low prices. Full replacement guarantee will be given bona fide nurserymen and florists. Write for list of available stock.

#### WILMAT HOLLY CO.

Box 304, NARBERTH, PA.

## MEEHAN SPECIALTIES DRESHER-GROWN

	Per 100
Hydrangea P.G., 1-yr., layer	\$ 8.50
Red Oak, 2-yr., S.	11.50
Scarlet Oak, 2-yr., S.	16.50
White-flowering Dogwood, 1-yr., S., 10 to 15 ins.	7.50
1-yr., S., 6 to 10 ins.	4.50
Euonymus alatus, 6 to 8 ins., T.	17.50
Silver Maple, 3 to 4 ft., T.	22.50
Salix babylonica, 4 to 5 ft.	17.50
5 to 6 ft.	22.50
6 to 7 ft.	28.50
California Privet, 18 to 24 ins.	11.00
2 to 3 ft.	15.00
3 to 4 ft.	20.00

### TRANSPLANTED BEDDED EVERGREENS

Retinospora plumosa, 6 to 8 ins., T.	20.00
Retinospora plumosa aurea, 6 to 8 ins., T.	20.00
Juniperus pfitzeriana, 6 to 7 ins., T.	25.00

Packing charges extra.

GOODRICH BUDDING STRIPS  
RAFFIA

**THOMAS B. MEEHAN CO., INC.**  
DRESHER, PA.



**HEMLOCK**  
Rhododendron—Kalmia  
Azalea  
**CURTIS NURSERIES**  
CALICOON, N. Y.

now has 159 members, is planning a plant and seed certification program and a bill will be introduced at the current session of the New Hampshire legislature to provide initial funds and place the program in operation.

### DELAWARE SHORT COURSE

The second annual nurserymen's short course, sponsored by the University of Delaware and the United States Department of Agriculture, will be held February 3 at Agricultural Hall, University of Delaware, Newark. The 1-day program will include such topics as fertilizing nursery crops, propagation techniques, nursery costs and sales promotion.

### RHODE ISLAND MEETING

The annual meeting of the Rhode Island Nurserymen's Association will be held February 23 at Johnson's Hummocks grill, Providence, R. I.

## Stan Says —

Let us continue the discussion of *Taxodium distichum*, which was begun in the January 15 issue.

A good specimen of *taxodium* is located near a lake on the campus of Ohio State University, and the tree is also mentioned in the price list of a nursery in Kansas City, Mo. The tree has proved its adaptability to both acid and limestone soils.

My experience in transplanting these trees indicates that they may be moved with a ball in the spring. They are slow-growing in heavy clay loam; perhaps they would grow faster by adding sand and peat moss to the soil (the soil in Pittsburgh is acid). They appear to have no insect enemies or diseases and are long lived.

In Sewickley, a suburban show place for wealthy Pittsburghers, there is an estate that must be about 150 years old. This estate, of Mrs. Carroll P. Davis, contains some notable trees. One *Taxodium distichum* on this property was struck by lightning about 15 years ago; it measured four feet in diameter and was 78 feet high. This particular tree was on high ground about 1,000 feet from the Ohio river.

Another tree still living near a small creek (or spring runoff) has the typical "cypress knees"; some years ago these knees were cut off and today you can tell by the shape of the top growth when this cutting occurred. About 50 feet up the branch growth graduates quite abruptly to the main stem and, when new knees developed, the side branch grew out again so there is now an hourglass silhouette on this particular *taxodium*.

# BIG

We have one of the largest available supplies of big specimen material, including:

### ILEX OPACA

- HYBRID RHODODENDRON
- TSUGA CANADENSIS
- AZALEA • GINKGO BILOBA
- ILEX BUXIFOLIA
- TAXUS FASTIGIATA
- TAXUS REPANDENS
- TAXUS CUSPIDATA

For 37 years  
one of America's  
leading nurseries

**TOWSON  
NURSERIES  
INC.**

7817 York Road  
Towson 4, Md.

NURSERIES  
Cockeysville, Md.

## HARDY NATIVE EVERGREENS

Collected Stock

Canadian Hemlock. American  
Arborvitae. Balsam Fir

	Per 100	Per 1000
2 to 4 ins., S.	\$1.00	\$ 5.00
3 to 6 ins., S.	2.00	10.00
6 to 9 ins., S.	3.00	20.00
9 to 12 ins., S.	7.00	45.00
12 to 18 ins., S.	9.00	70.00

All first-quality stock, well rooted and packed in sphagnum moss.

Send for trade list.

Cash, please.

**R. M. COLE**

Box 37 CHARLOTTE, VT.

## WHELOCK & TURNBULL, INC. NORTH COLLINS, N. Y.

Wholesale Growers

Now offering for immediate delivery:

Durham Everbearing Red Raspberry  
Deutzia lemoinei, 2 to 3 ft., 18 to 24 ins. and 12 to 18 ins.

### BLUE HYDRANGEA

Gert Glahn, 3 canes, 9 ins. and up  
Blue Prince, 3 canes, 9 ins. and up  
Domotol, 3 canes, 6 to 9 ins.  
Red Lake Currants, 2-yr. 1 and 1-yr. 1  
Wilder Currants, 2-yr. 1 and 1-yr. 1

## SHEPARD NURSERIES

Growers and Distributors of  
**ORNAMENTAL NURSERY STOCK**

Truckloads only, no boxing.  
60 acres growing. Skaneateles, N. Y.

# SHADE'S Central Pennsylvania Grown ROSES

2 years old, field-grown plants

Spring, 1955 — **WHOLESALE PRICE LIST** — Spring, 1955

Place Your Order Now for Spring Delivery

## PRICES ON ALL STANDARD ROSES

No. 1...50c EACH No. 1 1/2...40c EACH

**RED**  
**CRIMSON GLORY**, Deep velvety and crimson.  
**AMI QUINARD**, Velvety crimson-maroon.  
**PINK**  
**MME. COCHET-COCHET**, Coppery-pink and reflected gold.  
**BETTY UPRICHARD**, Salmon-pink.  
**WHITE**  
**K. A. VICTORIA**, Snowy-white and double.  
**FLORIBUNDA**  
**POULSEN BEDDER**, Clear, rich pink.  
**CLIMBING ROSES**  
**BLAZE**, Bright red.

## PATENTED ROSES

We offer these roses under license from patent owner. It is understood and agreed that they are for sale at retail only, at or above prices specified, 10 to 20 of one variety at 10 rate; 20 to 250 of one variety at 100 rate; 250 and up of one variety at 1000 rate. Prices are net.

	Each	Each per 10	Each per 100
<b>DR. DEBAT</b> Pat. No. 961—Retail \$2.00 each Medium pink.			
No. 1	\$1.25	\$1.10	\$1.00
No. 1 1/2	.88	.80	
<b>PEACE</b> Pat. No. 591—Retail \$2.50 each Golden-yellow etched with pink.			
No. 1	1.60	1.40	1.25
No. 1 1/2	1.12	1.00	
<b>PENNSYLVANIA</b> Pat. 936—Retail \$2.00 each Soft apricot—orange—pink.			
No. 1	1.25	1.10	1.00
No. 1 1/2	.88	.80	

Terms and Conditions of Sale: Cash with order; packing at cost. Please order in multiples of 10 plants only.

## (PATENTED ROSES CONT.)

<b>SUZON LOTHE</b> Pat. No. 934—Retail \$2.50 each Pearl-pink and white.			
No. 1	\$1.60	\$1.40	\$1.25
No. 1 1/2	1.12	1.00	
<b>COCORICO</b> —Floribunda Pat. No. 1193—Retail \$2.00 each Flashing scarlet.			
No. 1	1.25	1.10	1.00
No. 1 1/2	.88	.80	
<b>IRENE OF DENMARK</b> —Floribunda Pat. No. 889—Retail \$2.00 each White.			
No. 1	1.25	1.10	1.00
No. 1 1/2	.88	.80	
<b>MRS. INGE POULSEN</b> —Floribunda Pat. No. 1050—Retail \$1.50 each Pale amber and pink.			
No. 1	1.00	.90	.75
No. 1 1/2	.72	.60	

## WRAPPED ROSES

15c each above cost of individual rose. Attractively packed in distinctive yellow, red and blue waterproof bags, tops paraffine waxed. Beautiful full-color picture label and planting suggestions appear on each bag.

## EVERGREENS

Landscape Material  
 Twice Transplanted—Regularly Sheared  
 No Boxing or Shipping  
 Terms: Cash, B&B at the Nursery

	Each
1500 <b>Juniperus Excelsa Stricta</b> 15 to 18 ins.	\$1.50
4000 <b>Juniperus Glauca Hetal</b> 15 to 18 ins.	2.25
1200 <b>Taxus Media Hicks</b> 15 to 24 ins.	3.50
500 <b>Thuja Occidentalis Pyramidalis</b> 36 to 38 ins.	3.00

## YOUNG SALABLE EVERGREENS

Grown three years in 15-inch rows planted 15 inches apart, under irrigation. Splendid young salable evergreens for the cash-and-carry trade of garden shops, roadside markets and nurseries.

	Each
1500 <b>Thuja Occidentalis Pyramidalis</b> 30 to 36 ins.	\$2.50
2500 <b>Juniperus Chinensis Ffizeriana</b> 12 to 15 ins.	1.25
1500 <b>Juniperus Excelsa Stricta</b> 12 to 15 ins.	1.25
3000 <b>Juniperus Glauca Hetal</b> 12 to 15 ins.	1.25
6000 <b>Taxus Cuspidata</b> 8 to 10 ins.	1.25
5000 <b>Taxus Cusp. Intermedia</b> 8 to 10 ins.	1.25
4000 <b>Taxus Media Hicks</b> 10 to 12 ins.	1.00
2500 <b>Thuja Occidentalis Elegantissima</b> 18 to 20 ins.	1.50
1500 <b>Thuja Occidentalis Globosa</b> 10 to 12 ins.	1.00
1500 <b>Thuja Occidentalis Wareana</b> 18 to 20 ins.	1.50

**SHIPPING**—We request customers to give definite shipping instructions regarding manner in which they wish goods shipped. In the absence of special instructions we use our best judgment, but without assuming responsibility. All shipments travel at risk and expense of purchaser.

# SHADE'S NURSERY

4907 Orchard St.

Phone—Harrisburg 5-5417

HARRISBURG, PA.

5 Miles East of Harrisburg on U. S. Route 22

Member Pennsylvania Nurserymen's Association — American Rose Society

## "PLANT TEXAS" CAMPAIGN

[Continued from page 15]

thur Berger, Dallas, was also recognized.

Bob Baker then presented similar awards to the two landscape architects who designed the five industrial plantings in Texas. The recipients of the architects' awards were J. O. Lambert, Jr., Dallas, who designed the four Dallas places, and C. C. (Pat) Flemming, Houston, designer of the Prudential Insurance Co. grounds and gardens.

Eight speakers, representing different phases of the "Plant Texas" campaign, were introduced and presented short, to-the-point talks on their particular parts of the program. Those who made these brief talks and the subjects on which they spoke were:

John William Rogers, Dallas, chairman of the plan and plant a tree committee of the Greater Dallas Planning Council, on "Civic Projects."

Mrs. A. Randolph Wilson, Waco,

president of Texas Garden Clubs, Inc., on "Texas Home Beautification."

Dr. T. C. Longnecker, Renner, soil scientist of the Texas Research Foundation, on "Soils and Research."

Walter Jorgenson, Cedar Hill, Dalworth soil conservation district, on "Conservation."

C. G. Scruggs, Dallas, associate editor of Progressive Farmer, on "Reforestation."

J. N. Killeher, Houston, Prudential Insurance Co. of America, on "Industrial Landscaping."

Laurence G. McClean, Fort Worth, horticulturist for the Fort Worth Botanic Garden, on "Parks and Recreation."

Mrs. Herbert Marcus, Dallas, president of the projected botanical garden of the Dallas Garden Center, on "Relaxation Value."

Ben H. Wooten, president of the First National Bank of Dallas, then appeared as the principal speaker of the occasion and delivered an inspiring

"A friendly, efficient sales service"

## E. D. ROBINSON SALES AGENCY

38 S. Elm St. P. O. Box 247  
 WALLINGFORD, CONN.

## Representing

Adams Nursery, Inc.

Bristol Nurseries, Inc.

Barnes Bros. Nursery Co., Inc.

The Cheshire Nursery, Inc.

Maxwell, Bowden & Rice, Inc.

A. N. Pierson, Inc.

Sunny Border, Inc.

## FIVE HUNDRED ACRES OF ORNAMENTAL STOCK

Both evergreens and deciduous  
 in liners and finished materials.  
 Fall list now ready.

FAIRVIEW EVERGREEN NURSERIES  
 FAIRVIEW, PA.



growing . . . since '98


**BURR**  
nurseries

### The Very Best in Roses

Top-quality rosebushes are definitely in short supply despite the fact that roses are plentiful. The difference between the very best in roses and the so-so variety is Burr. We suggest you give us an opportunity to quote in the near future. We still have over 100 varieties to select from.

**C. R. Burr & Co., Inc.**

 Manchester, Connecticut  
or Phone Mitchell 3-4161

**Roses**
**Shrubs**
**Trees**
**Evergreens**

### CLEARANCE SALE CHINESE CHESTNUT TREES

About 8,000 trees. Approximately 50 per cent 3 to 5 ft.; 50 per cent 5 to 8 ft. Offered row run.

40c each in 1,000 lots.

Power dug and bunched F.O.B. MUST MOVE BY MARCH 1, 1955. First come, first served. Ready for shipment after November 10.

**BOUNTIFUL RIDGE NURSERIES**  
PRINCESS ANNE, MD.

**PRINCETON  
NURSERIES**

A very complete line of  
Quality Ornamental Stock.

Come to see us.

Send us your Want List.

Write for catalog.

**PRINCETON NURSERIES**

Ph. Princeton 1-1776 PRINCETON, N. J.

### EVERGREENS SEEDLINGS AND TRANSPLANTS

Free Price List and Planting Guide.

**FLICKINGER'S NURSERY**  
Box 6 Sagamore, Pa.

ing address to the guests. Mr. Wooten expanded upon and lauded the objective of the "Plant Texas" drive. He especially commended the women of Texas, garden club members and civic leaders, on what they had already accomplished, and hoped they would continue to be leaders in the program. He stated that prosperity and national wealth and the nation's ability to survive stem directly from the soil. In replanting and rebuilding the soil we strengthen and rehabilitate the youth of America, he said.

#### Cites Wastefulness

Mr. Wooten cited the wastefulness and neglect of land on a national level and observed that half of the original quantity of topsoil has already been dissipated.

Beauty is holiness and holiness is beauty, and one of the best ways to initiate the program is to beautify churches, he added, to let all the people see and feel the effects of the program. What is done today in "Plant Texas" and "Plant America" will be felt and appreciated by generations to come, he concluded.

Among the distinguished guests who were introduced at the banquet was Ira P. Hildebrand, Tyler, newly elected president of the Texas Rose Festival Association. He extended an invitation to attend the 1955 festival at Tyler, October 21 to 23.

Each guest in the banquet hall was presented with a Scotchlite "Plant Texas" sticker for placing on automobile bumpers. These will later be distributed to all members of the T. A. N. The T. A. N., with the assistance of the Texas department of agriculture, has also prepared a brochure for immediate release and distribution to all state-wide groups and organizations cooperating with the "Plant Texas" program.

**HIGHLIGHTS** of the "Plant Texas" kickoff banquet, held January 7 in Dallas, were featured in two installments of the "Texas in Review" television program, sponsored for Texans by the Humble Oil Co.

C. H. BLACKMON, head of the horticulture department of the University of Florida agricultural experiment station, retired January 1 after 31 years of outstanding service in horticulture in the state of Florida.

LeVAUGHAN MORROW recently opened the Oakridge Nursery Co., at 1400 Saybrook lane, Austin, Tex.

#### Lonicera

**Maximowicz Sachalinensis**

Red foliage in spring; purplish-red flowers in May. Red berries. An interesting, rare shrub. Very hardy.  
\$7.50 per 100

#### Symplocos Paniculata

Well-shaped, artistic-looking shrub. Clean foliage. Fragrant white flowers, followed by masses of Wedgwood-blue berries.  
8 to 11 ins., T. . . . . \$10.00 per 100

#### Enkianthus Campanulatus

For those desiring a different kind of a plant for the shrub border or ericaceous plantings we recommend Enkianthus campanulatus. Red stems, dark green leaves, cream to pink bell-like flowers, that are useful for flower arrangements and a scarlet fall foliage.  
8 to 12 ins., T. . . . . \$15.00 per 100

Send for list of unusual plants.

**ALANWOLD NURSERY**  
NESHAMINY, Bucks Co., PA.

## SHADE TREES

### Nursery-Grown

We have available some of the  
**Best Grown Trees in the East,**  
in large quantities.

**QUERCUS palustris**, 2 to 3½-in. and 4 to 5-in. cal.  
**GLEDISIA triacanthos**, 3 to 3½-in., 4 to 5-in., 6 to 6-in. and 6 to 8-in. cal.  
**PLATANUS acerifolia**, 2 to 2½-in., 2½ to 3-in. and 3 to 3½-in. cal.  
**ACER platanoides**, 2 to 2½-in. and 4 to 5-in. cal.  
**PINUS nigra**, 4 to 5 ft. and 5 to 6 ft.  
**PINUS resinosa**, 8 to 10 ft., 10 to 12 ft. and 12 to 14 ft.  
**PINUS strobus**, 8 to 10 ft., 10 to 12 ft. and 12 to 14 ft.  
**MALUS** in variety, 6 to 8 ft. and 8 to 10 ft.  
**FRENCH HYBRID LILAC**, 4 to 5 ft.  
**TAXUS hicksii**, 18 to 24 ins.

For quotations mail us your Want List  
Your Inspection Invited

**NORLEY NURSERIES**

 GARDINER, NEW YORK  
Telephone: New Paltz 2596

## ORNAMENTAL EVERGREENS

### Trees and Shrubs

**BAGATELLE NURSERY**

P. O. Huntington Station, N. Y.

**DEL-MAR-VA NURSERIES**

Growers of Quality

Taxus, Ilex and other Ornamentals.

Ask for list.

**DEL-MAR-VA NURSERIES**

LINCOLN, DEL.

Phone: Milford, Delaware 4445

### Trees, Evergreens, Shrubs Fruit Trees

Write for Our Wholesale Trade List

**W. - T. Smith Corporation.**  
Telephone 2689 GENEVA, N. Y.

## Texans Hold Trade Mart and Meetings

Nurserymen, growers, buyers and wholesalers from the southwest trade territory gathered in Austin, Tex., January 3 and 4, for the second annual Texas Association of Nurserymen's midwinter trade mart, held at the Driskill hotel.

This meeting, patterned after the Illinois winter trading event, where nurserymen from all over the country convene annually for spring season buying and selling, was initiated last year to provide a similar mart to meet the problems and handle plant products peculiar to the southwest region.

The mart was well attended. The main wing of the Driskill hotel's mezzanine floor was allotted to exhibit space and for trading and was the scene of brisk activity for the two days. Nine Texas exhibitors occupied space, including Howard's Montopolis Nursery, Austin; Bradshaw's Nursery, Galveston; Verhalen Nursery Co., Scottsville; Pletcher's Wholesale Nursery, Harlingen; Altex Nursery Co., Alta Loma; Mosty Bros. Nursery, Center Point; Co-Operative Rose Growers, Inc., Tyler; Aldridge Nursery, Von Army, and L. C. House & Sons Nurseries, Dallas.

Details and arrangements for the trade mart were handled largely by Bill Collins, executive secretary of the T. A. N.

### Midyear Meetings

Three important midyear meetings of the T. A. N. officials were scheduled in conjunction with the trade mart, which helped swell the attendance at the event and brought representation from the entire state. These included the regular midyear meeting of the board of directors of the T. A. N., held the afternoon of January 3; the meeting of the research and education committee, to which committee is assigned the formulation of the annual summer nurserymen's short course at Texas A. and M. College, and the annual midyear open meeting of the Texas Landscape Association, which was held the first morning of the trade mart session.

A social gathering, highlighting the mart, was held the evening prior to the meeting, at the home of Gene Howard, president of the T. A. N., where members of the board of directors, their wives and other guests were entertained at a buffet dinner.

A heavy agenda of business faced



## MUSSER TREES GROW

Good heredity, careful selection of seed and scientific culture in the nursery assure superior stock. **Heavy Roots — Sturdy Tops,** assure rapid growth.



Comparison of MUSSER seedling (at right of picture) with an ordinary seedling.

### SEEDLINGS AND TRANSPLANTS AT LOW QUANTITY PRICE

	Per 100	Per 1000		Per 100	Per 1000
• <b>RED BARBERRY</b>			• <b>COLORADO BLUE SPRUCE</b>		
2-yr., S., 4 to 10 ins.	\$10.00	\$50.00	2-yr., S., 3 to 6 ins.	\$ 7.00	\$35.00
3-yr., S., 8 to 15 ins.	16.00	80.00	3-yr., S., 5 to 10 ins.	12.00	60.00
• <b>CEDRUS ATLANTICA GLAUCA</b>			(Very superior stock)		
2-yr., S., 6 to 12 ins.	15.00	100.00	4-yr., T., 6 to 10 ins.	30.00	150.00
3-yr., S., 12 to 24 ins.	30.00	.....	• <b>TAXUS CUSPIDATA</b>		
• <b>WHITE DOGWOOD</b>			1-yr., T., 5 to 6 ins.	20.00	150.00
1-yr., S., 6 to 9 ins.	.....	45.00	• <b>TAXUS CUSPIDATA CAPITATA</b>		
2-yr., S., 10 to 16 ins.	.....	75.00	2-yr., S. (2-0),		
2-yr., S., 16 to 24 ins.	.....	90.00	4 to 7 ins.	15.00	125.00
• <b>NORWAY MAPLE</b>			3-yr., S. (3-0),		
1-yr., S., 6 to 10 ins.	8.00	40.00	8 to 12 ins.	30.00	250.00
2-yr., S., 10 to 15 ins.	14.00	70.00	• <b>TAXUS HICKSI</b>		
• <b>MUGHO PINE (True Dwarf)</b>			1-yr., T., 5 to 7 ins.	20.00	175.00
3-yr., S., 4 to 6 ins.	7.00	35.00	• <b>TAXUS HUNNEWELLIANA</b>		
5-yr., T., 6 to 12 ins.	16.00	80.00	1-yr., T., 5 to 7 ins.	25.00	200.00

**Write  
now!**

Also other Evergreens — Hardwood Seedlings —  
Shade and Nut Trees — Rhododendron and Azaleas

For complete catalog and wholesale planting list.  
Ask for our famous Christmas Tree Growers Guide.

**MUSSER FORESTS, Inc.**

Box 16-B  
INDIANA, PA.

**FLOWERING POT PLANTS**, by Charles H. Potter. Methods of leading pot plant growers. Growing information on more than 30 varieties. 128 p., illus. \$2.00, postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

## PINE SPRUCE-FIR SEEDLINGS and TRANSPLANTS

Write for New Spring List.  
Prices as low as \$12.50 per 1000

**ECCLES NURSERIES**  
RIMERSBURG, PA.

## HOLLIES

One of the most complete collections of the better named evergreen hollies in the country.

American English Chinese Japanese

Available in 3 to 6-inch pots. Send for Trade List.

## ANGELICA NURSERIES

Growers of fine plants  
R. D. I MOHNTON, PA.

## SPRING SPECIALS

*Euonymus fortunei vegetus*, 3 and 4-yr., B.R. Add 25c each B&B. Heavy, well-trimmed specimens.

	Each	Each	Each
	1 to 9	10 to 49	50 to 249
9 to 12 ins.	\$1.50	\$1.25	\$1.00
12 to 15 ins.	1.75	1.50	1.25
15 to 18 ins.	2.00	1.75	1.50
18 to 24 ins.	2.50	2.25	2.00

*Berberis thunbergii atropurpurea*, well-branched, 2-yr., heavy, not transplanted.

	Per 100	Per 1000
Liners, 6 ins.	\$ 7.50	\$ 50.00
6 to 9 ins.	10.00	75.00
9 to 12 ins.	12.50	100.00
12 to 15 ins.	15.00	125.00

*Rosa multiflora japonica*, thorny, 1-yr. Conservation Grade

	Per 1000	Per 10,000
6 ins. and up.	\$20.00	\$16.00 per 1000
9 ins. and up.	25.00	20.00 per 1000
12 ins. and up.	30.00	25.00 per 1000
15 ins. and up.	35.00	30.00 per 1000

Write for new Trade List which includes shrubs, roses, evergreens, ornamentals and fruits.

**BROWN BROTHERS CO.**  
EAST ROCHESTER, N. Y.

## QUALITY LINERS

	Per 100
Dwarf Mt. (Mugho) Pine	
3 to 5 ins., T., 4-yr.	\$12.50
Canadian Hemlock	
4 to 8 ins., transplants	17.50
Colorado Blue Spruce	
5 to 10 ins., transplants	20.00
Pink-flowering Dogwood	
6 to 10 ins., 1-yr. grafts	65.00
10 to 15 ins., 1-yr. grafts	75.00

Send for new Spring List.

**POSSUM HOLLOW NURSERIES**  
6327 Magnolia St.  
PHILADELPHIA 44, PA.

## SWEET GUM

*Acer Rubrum* and *Betula Populifolia*  
Quality collected trees; selected straight and branched. Terms: Cash.

	Per 100
3 to 4 ft., B.R.	\$ 30.00
3 to 4 ft., B&B	40.00
4 to 5 ft., B.R.	40.00
4 to 5 ft., B&B	55.00
5 to 6 ft., B.R.	55.00
5 to 6 ft., B&B	75.00
6 to 8 ft., B.R.	75.00
6 to 8 ft., B&B	100.00
8 to 10 ft., B.R.	100.00
8 to 10 ft., B&B	135.00

**SANDY HAVEN NURSERY**  
R.D. 2, Box 413A BERLIN, N. J.

**NORTHERN COLLECTED EVERGREENS**  
**FERNS**  
**PLANTS**  
**SHRUBS**  
**WILLIAM CROSBY HORSFORD**  
CHARLOTTE, VT.

the directors of the T. A. N. when they convened at 1:30 p. m. January 3. Two important items of business occupied the greater share of the agenda, namely the final arrangements for the kickoff dinner launching the "Plant Texas" program, at Dallas, January 7, and routine arrangements for the annual T. A. N. convention, at Tyler, August 22 to 24.

Gene Howard presided over the meeting, and all directors were present. They included L. A. (Slick) Dean, Arp Nursery Co., Tyler, general chairman of the 1955 T. A. N. convention; J. B. (Bob) Baker, Jr., Baker Bros. Nursery, Fort Worth, president of the A. A. N., and C. J. (Jim) Lauden, Consolidated Nurseries, Tyler, member of the A. A. N. board of directors.

### Planting Programs

Bob Baker explained the activities of the "Plant America" program on the national level and displayed the American Association of Nurserymen industrial landscaping awards, which he later presented to six Texas firms at the "Plant Texas" dinner, January 7.

Jim Lauden presented the details of the "Plant Texas" program and displayed the proclamation of Texas' governor, Allan Shivers, which officially opened the campaign.

Complete details of the "Plant Texas" program launching were discussed and approved, and a financial report was made on the undertaking. The general chairman of "Plant Texas," Steve Dodd, Cabell's Greenhouses, Dallas, was highly commended by the board of directors for his work on this project.

L. A. Dean outlined in detail the forthcoming T. A. N. annual convention and named the key working committees. The convention again will be planned as a family affair, with many activities provided for ladies, teen-agers and the younger children. Complete details of the convention will be announced at a later date.

Among other items of routine business taken up by the board, the new T. A. N. emblem was presented and approved and will be placed in use immediately. Plates for letterheads and business forms, decals for cars and trucks and mats for advertising are to be distributed to all T. A. N. members.

Accepted as new members of the T. A. N. were Kingsville Milling Co., Kingsville; Cox Nursery, Fort Worth; F. K. McGinnis, Dallas; Holder's Nursery, Fort Worth; Olive

## SPRING DELIVERY

Choice Stock

Per 100

10 <i>Acer Platanoides Drummondii</i> , 6 to 8 ft.	\$600.00
25 <i>Azalea Canadensis</i> , 18 to 24 ins.	250.00
10 <i>Cherry, Kwanzan</i> , 6 to 8 ft.	475.00
10 <i>Cherry, Mt. Fuji</i> , 6 to 8 ft.	475.00
100 <i>Cladrastis Lutea</i> , 2 ft., XN	75.00
100 <i>Dogwood, Pink</i> , 2 to 3 ft.	225.00
100 <i>Euonymus Alatus Compactus</i> , 2 ft.	150.00
50 <i>Hornbeam, Fastigiate</i> , 3 to 4 ft.	475.00
50 <i>Laburnum Vossii</i> , 6 to 8 ft.	550.00
45 <i>Laburnum Vossii</i> , 5 to 6 ft.	475.00
25 <i>Magnolia Lenzee Alba</i> , 2 to 4 ft.	400.00
100 <i>Mahonia Aquifolium</i> , 12 to 15 ins.	65.00
50 <i>Prunus Amanogawa</i> , 6 to 8 ft.	500.00
150 <i>Prunus Subhirtella Pendula</i> , 2-yr., No. 1	550.00
10 <i>Viburnum Frangrans</i> , 3 to 4 ft.	350.00

Cash with order; 25 at 100 rate.

**BRIMFIELD GARDENS NURSERY**  
245 Brimfield Rd.  
WETHERSFIELD 9, CONN.

## READY NOW

Per 100 Per 1000

<i>Berberis thunbergii atropurpurea</i>		
S., 2-yr., 9 to 12 ins.	\$ 9.00	\$ 60.00
S., 2-yr., 12 to 15 ins.	12.50	100.00
T., 2-yr., 9 to 12 ins.	10.00	75.00
T., 2-yr., 12 to 15 ins.	15.00	125.00
T., 2-yr., 15 to 18 ins.	25.00	200.00

*Cornus florida*

S., 1-yr., grafting size	7.50	50.00
S., 1-yr., below grafting	5.00	40.00

*Ampelopsis veitchii (Boston Ivy)*

S., 1-yr., No. 1	7.50	60.00
S., 1-yr., No. 2	5.00	35.00

*California Privet*

1-yr., R.C.	5.00	45.00
2-yr., R.C.	7.50	60.00

Free packing for cash with order.

**BROUWER'S NURSERIES**  
Box 25 NEW LONDON, CONN.

## WILT-PRUF SAVES PLANTS!



Order today—  
Instructions included!  
52 gals., \$5.50 gal.  
5 gals., \$6.15 gal.  
1 gal., \$6.60  
F.O.B. nearest shipping point.

**NURSERY SPECIALTY PRODUCTS, INC.**  
CROTON FALLS, N. Y.

## POTTED LINERS SEEDLINGS TRANSPLANTS

Catalog on request.

**HEASLEY'S NURSERIES**  
Freeport Rd. BUTLER, PA.

## EVERGREENS

Quality seedlings and transplants for Christmas trees and forest planting.  
Write for spring, 1955, price list.

**CLEARFIELD BITUMINOUS COAL CORP.**  
Department of Forests  
INDIANA, Indiana Co., PA.



Seed Store & Nursery, San Angelo, and American Nurseryman, Chicago.

### Texas Landscape Association

Theo. S. Daniel III, Daniel Landscape firm, Athens, president of the Texas Landscape Association, presided over the landscape group's business session. A considerable amount of time was devoted to committee reports and discussion of the finances of the organization. Several additional committees were appointed, among these a "Plant Texas" committee, with members selected by regions within the state to assist with the "Plant Texas" program down to the regional and local levels. A committee was appointed to consider needed amendments to the constitution and bylaws.

A committee was selected to draw up a code of ethics for the association. Arrangements were made for the landscape group's participation in the annual nurserymen's short course, and a speaker was tentatively announced to give a talk on landscape design and construction at the 1955 T. A. N. convention. This speaker is one of the main projects of the landscape group each year and has become an important part of the T. A. N. convention.

Ralph Ellis Gunn, Gunn & Associates, Houston, chairman of the research and education committee, the largest working committee of the T. A. N., presided over the meeting of this group. Complete details of the program for the annual short course, which are set up by this committee in coordination with the staff at Texas A. and M. College, were announced and approved. This committee also assists in recommending and preparing material for release in the monthly T. A. N. technical news releases to the trade, and plans for future bulletin material were discussed. The short course dates were set for the first week in June.

### GURNEY COMPANY EXPANDS

Two new greenhouses have been added at the Gurney Seed & Nursery Co., Yankton, S. D. The 18x104-foot greenhouses were built beside the company's main building at Second and Capitol streets. A 20x40-foot fireproof workroom was erected at the back of the greenhouses.

According to an account in the Yankton Press & Dakotan, the new greenhouses will be used for plant propagation. Hershal Lambert is in charge of the greenhouse operation, under the supervision of Ted Korves, head of the nursery department.

## Grafted Stock for Spring, 1955, Delivery

Grafts are normally ready for shipment after April 15. Since there is a possibility of damage by late spring frost, kindly give a shipping date when you feel it is safe to plant without frost injury.

	Per 10	Per 100
<i>Acer palmatum atropurpureum</i> .....	\$7.50	\$45.00
<i>Acer saccharum monumentale</i> .....	7.50	45.00
<i>Cedrus atlantica glauca</i> .....	7.50	45.00
<i>Cornus florida alba plena</i> .....	6.00	50.00
<i>Cornus florida rubra</i> .....	6.00	50.00
<i>Cornus florida rubra Prosser</i> .....	7.50	45.00
<i>Hamamelis mollis</i> .....	6.00	50.00
<i>Hamamelis vernalis</i> .....	6.00	50.00
<i>Juniperus chinensis columnaris glauca</i> .....	6.00	50.00
<i>Juniperus chinensis columnaris viridis</i> .....	6.00	50.00
<i>Juniperus chinensis keteleeri</i> .....	6.00	50.00
<i>Juniperus chinensis neoboriensis</i> .....	6.00	50.00
<i>Juniperus chinensis sargentii</i> .....	6.00	50.00
<i>Juniperus chinensis sargentii glauca</i> .....	6.00	50.00
<i>Juniperus sabina vonehron</i> .....	6.00	50.00
<i>Juniperus squamata meyeri</i> .....	6.00	50.00
<i>Juniperus virginiana burki</i> .....	6.00	50.00
<i>Juniperus virginiana canescens</i> .....	6.00	50.00
<i>Juniperus virginiana elegantissima</i> .....	6.00	50.00
<i>Juniperus virginiana glauca</i> .....	6.00	50.00
<i>Juniperus virginiana kosteriana</i> .....	6.00	50.00
<i>Juniperus virginiana pyramidiformis hillii</i> .....	6.00	50.00
<i>Juniperus virginiana schottii</i> .....	6.00	50.00
<i>Magnolia cordata</i> .....	7.50	45.00
<i>Magnolia rustica rubra</i> .....	7.00	40.00
<i>Magnolia sieboldii parviflora</i> .....	7.00	40.00
<i>Magnolia soulangeana</i> .....	7.00	40.00
<i>Magnolia soulangeana nigra</i> .....	7.00	40.00
<i>Magnolia stellata</i> .....	7.00	40.00
<i>Magnolia stellata rubra</i> .....	7.50	45.00
<i>Magnolia stellata Water Lily</i> .....	4.50	60.00
<i>Parrotia persica</i> .....	4.50	60.00
* <i>Pinus cembra</i> .....	4.50	55.00
<i>Thuja occidentalis douglasii spiralis</i> .....	5.00	40.00
<i>Thuja occidentalis elegantissima</i> .....	5.00	40.00
<i>Thuja occidentalis lutea George Peabody</i> .....	5.00	40.00
<i>Thuja occidentalis lutea Mary Corey</i> .....	5.00	40.00
<i>Thuja occidentalis nigra</i> .....	5.00	40.00
<i>Thuja occidentalis pyramidalis</i> .....	5.00	40.00
<i>Thuja occidentalis rosenhali</i> .....	5.00	40.00
<i>Thuja occidentalis wariana (sibirica)</i> .....	5.00	40.00
<i>Thuja orientalis aurea nana</i> .....	5.00	40.00
<i>Thuja orientalis conspicua</i> .....	5.00	40.00
<i>Thuja orientalis elegantissima</i> .....	5.00	40.00
<i>Tsuga canadensis pendula</i> .....	6.00	50.00

\*Five-needle pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee.

DUE TO HANDLING COSTS, ORDERS FOR LESS THAN \$5.00 CANNOT BE ACCEPTED.

### TERMS

Prices in this list are net cash F.O.B. Mountain View, N. J., but the usual terms will be extended to those of established credit. No goods sent C.O.D. unless 25 per cent of amount is sent with order. Five of one kind will be billed at the 10 rate; 25 at the 100 rate; 250 at the 1000 rate. From those not acquainted with our stock, a trial order will be appreciated. Packing extra at cost.

## CHLOROMONE

The latest in rooting agents. Root your lilex in one third the time.

1-oz. trial bottle .....	\$ 1.50 plus postage
4-oz. bottle .....	3.00 plus postage
Case of 12 4-oz. bottles .....	21.60 plus postage

HESS' NURSERIES

MOUNTAIN VIEW, N. J.

## PACHYSANDRA

The ideal permanent evergreen ground cover plant for shady and semishaded areas in all climates.

	Per 100 Prepaid	Per 1000 F.O.B. here	Per 1000 for 10,000 or more in same shipment
Strong, well-rooted, 1-yr. plants; propagated in soil frames .....	\$4.25	\$35.00	\$32.50
2 to 3-yr., field plants .....	6.00	50.00	45.00

All available for prompt shipment March through November. Shipments anywhere, including Canada. Good packing free. Order now for spring.

PEEKSKILL NURSERY Phone: Lakeland 8-5595 SHRUB OAK, N. Y.

## TAXUS MEDIA HALLORAN

Past winters have proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

VERKADE'S NURSERIES

NEW LONDON, CONN.

# Christmas Tree Growers Meet

By I. J. Mathews

Some 163 Christmas tree growers, either operative or speculative, gathered January 3 and 4 at Purdue University, Lafayette, Ind., to study the results of the past selling season, obtain ideas on how better to market the Indiana crop of pines and spruces and discuss the research problems that are immediate to securing better prices, avoiding the excessive pruning now thought essential and securing growing stock that will mature into a blue or green tree, devoid of the russetting that so often accompanies a run of mild weather in the late fall.

If there was anyone who came to this meeting with the feeling that the Christmas tree business was another "uranium mine" that you locate, stake out and return to seven or eight years later to make the big kill, he certainly had this idea pretty well killed off by the time he had listened to the talks on marketing, consumer preference and genetics that were a part of the mental bill-of-fare.

President J. T. Ashworth summarized an impressive program that had been developed during 1954. Purdue University has started a research project on marketing and through the officers a progress report on cooperative buying of planting stock showed that already, 120,000 seedlings have been ordered for planting in the spring of 1955.

## Sell Those Trees!

Joe Vandemark, marketing specialist at Purdue University, in a challenging talk on "Sell Those Trees!" pointed out that the time has come when real thought should be given to merchandising Christmas trees. He suggested a number of promotion ideas that growers might use to give their customers a better appreciation of the Christmas tree and how to keep it safe. He thought small booklets on parchment paper could be prepared like "How to Keep Your Tree Safe" and the "Story of Christmas," and these should prove of great interest to those who buy the trees. Because similar booklets have helped promote other merchandise, he suggested that the association might print some to be attached to each Christmas tree as a book of recipes is sometimes attached to a sack of flour.

Mr. Vandemark believes that In-

diana Christmas trees have never had the advertising that they deserve and that would make them most desirable for homeowners near where they grow. He pointed out that this year, because of pleasant weather in the late fall, many wholesalers succumbed to the temptation to cut early—in October—which was bound to result in trees which had lost the "bloom" of greenness and freshness.

A well-planned advertising program, to break at least three weeks in advance of the time of active selling, should be worked out to acquaint those who will buy trees with the advantages of purchasing them from nearby dealers.

He suggested tie-in ads with other agencies such as light and power companies, who are anxious to sell

more electricity and have it used most efficiently and safely.

His final word was personal: "You Christmas tree growers should by all means have a big tree, decorated and lighted and installed early in the season. This would be one of the first steps in informing the neighborhood that you are in the Christmas tree business."

## Grading and Tagging Program

Vice-President Fay Gaylord, who has long been active in marketing Hoosier horticultural products, proposed a grading and tagging program for Indiana growers.

"There are two things about Christmas that I am sure of in advance," said Mr. Gaylord. "We will always have children and so long as we remain a Christian nation, we shall need Christmas trees. And no matter how big the supply of trees, the best ones and the freshest ones will always sell. Now that we are learning how to produce superior trees, we need to grade them, tag

**UPRIGHT EUONYMUS RADICANS (SARCOXIE)**

**It's NEW**

- Hardy
- Compact
- Evergreen
- Rapid Grower
- Moderately Priced
- Sells Itself

Ask for full color illustration and description.

**UPRIGHT EUONYMUS RADICANS (SARCOXIE)**

Each

12 to 15 ins.	\$1.50
15 to 18 ins.	1.75
18 to 24 ins.	2.25
24 to 30 ins.	3.00
30 to 36 ins.	3.50

**Trained Specimens**

30 to 36 ins.	4.00
36 to 42 ins.	5.00
42 to 48 ins.	6.00

Above prices B&B. Prices of bare root on request.



Natural Growth  
Not Sheared



Trained as a Column,  
Lightly Sheared

**SARCOXIE NURSERIES**  
WILD BROS. NURSERY CO.  
Since 1875 Sarcxie, Mo.

## NEOSHO NURSERIES COMPANY

Neosho, Missouri

Send want list for prices on roses, evergreens, shrubs, fruit and shade trees. Hybrid Elm a specialty.

## WELLER'S PERENNIALS

With That Wonderful Root System  
Headquarters for  
**HARDY MUMS AND PHLOX**  
Ask for our Perennial Catalog.  
**WELLER NURSERIES CO., Inc.**  
Leading Perennial Growers  
HOLLAND, MICH.



## EVERGREENS

Growers of Quality Evergreens  
Lining-out Stock a Specialty  
Write for Trade List

**EVERGREEN NURSERY CO.**  
Established 1864 : STURGEON BAY, WIS.

them with such identification as will make it possible for buyers to obtain what they want and then, by means of advertising, tell the people that the kind they want is available."

The speaker then launched into the main reasons why Indiana Christmas tree growers can supply Indiana homeowners with better trees than can be had from any other source. He pointed out that they would necessarily be of the highest standard of freshness and fragrance (that smell all through the house is one of the delights of the Christmas season) and that now that growers are learning to influence shape and fullness by trimming, the customer can find the "bushiness" he always desires and the individuality (each tree has been made to order by shearing).

Mr. Gaylord coined an expression that should appeal to homemakers—"needle-controlled." Fresh trees, grown nearby and cut late, are the least likely to lose needles and soil the living room.

#### Shaping Trees

Robert Kerns, of Fulton county, has done an unusually clever job of artificially shaping Scotch, red and jack pine and the spruces. Some speakers referred to this shaping as trimming, others as shearing and some as shaping.

By actual demonstration Mr. Kerns showed how he shapes a "weedy" jack pine, and it was admitted that he has made shapely trees, though russet, out of a variety sometimes referred to as an outcast of the forest. He pointed out that the angle of the limbs, their sturdiness and the fast growth of the jack pine made it a desirable Christmas tree if carefully shaped. Not everyone present agreed with this, however.

The trimming of Scotch pine was done mainly to change the normal oval shape of the tree to a pyramid and the shaping of the Norway pine was designed to induce the formation of more than the normal number of buds to make the tree dense and bushy. He pointed out that the russetting of both Scotch and Norway pines will disappear if they are taken into a warm room and the butt put in water.

#### Selecting Scotch Pine Seeds

An outstanding talk of the convention was that given by William Nodwell, Courtland, Ont., Canada, concerning problems in the selection of Scotch pine seeds to secure Christmas trees of better type and

## Holland-Grown Hybrids RHODODENDRONS

Well-rooted, 1-yr. and 2-yr. grafts.

Caractacus  
Dr. H. C. Dresselhuys  
Dr. V. H. Rutgers  
Edward S. Rand  
Everestianum  
Fastuosum Flore-Pleno  
F. D. Godman  
Roseum Elegans  
Van der Brocke, crimson  
Van der Hoop, carmine rose  
Van Weerden Poeiman, crimson  
Catawbiense Album

Minimum Order 100

	1-yr. grafts each	2-yr. grafts each
100 to 249.....	\$0.75	\$1.25
250 to 499.....	.70	1.20
500 and up.....	.65	1.15

F.O.B. NEW YORK

All Rhododendrons Imported from Holland with  
Inter-Continental Planes

#### YOUR ADVANTAGES:

- From Holland to your nursery within 7 days.
- Shipments every day from Holland.
- YOU specify the date.
- NO LOSSES; only healthy plants.
- No more red tape with brokers.
- No more red tape with import regulations.

## HOLLAND NURSERY PRODUCTS

P. O. Box 339

Madison Square Station

NEW YORK 10, N. Y.

**LILACS FOR AMERICA**, by Lilac Survey Committee. 30 species, 800 varieties. 48 p.  
\$1.00 postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

## EVERGREENS

300 acres of choice Evergreens  
ready for immediate resale

Write for list.

**GARDNER'S NURSERIES, Inc.**  
ROCKY HILL, CONN.

## ORNAMENTALS

TREES SHRUBS  
EVERGREENS

Wholesale growers of a  
general assortment for  
the best landscape plantings.

**BRYANT'S NURSERIES**  
Princeton, Illinois





## Washington Hawthorn

	Per 100	Per 1000
Washington Hawthorn,		
6 to 9 ins., S. ....	\$ 7.50	\$ 65.00
9 to 12 ins., T. ....	15.00	135.00
Cornus florida,		
6 to 12 ins., S. ....	7.50	65.00
Cotinus coggygria (Smoke Tree),		
9 to 12 ins., S. ....	12.50	....
12 to 18 ins., S. ....	17.50	....
Kolkwitzia amabilis,		
6 to 9 ins., S. ....	10.00	85.00
Rhodotypos scandens		
6 to 12 ins., S. ....	7.50	65.00
Syringa vulgaris,		
6 to 12 ins., S. ....	7.50	65.00
Viburnum dentatum,		
12 to 18 ins., S. ....	12.50	100.00
Viburnum dilatatum,		
18 to 24 ins., ....	17.50	....
Viburnum lantana,		
6 to 12 ins., S. ....	10.00	85.00
12 to 18 ins., S. ....	15.00	125.00
18 to 24 ins., S. ....	17.50	150.00
Viburnum opulus,		
12 to 18 ins., ....	12.50	100.00
18 to 24 ins., ....	15.00	125.00

**NEWPORT NURSERY CO.**  
NEWPORT, MICH.

**AMERICA'S BEST SOURCE  
FOR  
HARDY PLANTS**  
WRITE FOR  
TRADE LIST MENTOR,  
OHIO

**Wayside Gardens**

### IBERIS

(Candytuft)

Heavy, No. 1 field-grown plants

	Per 100	Per 1000
Sempervirens .....	\$18.00	\$170.00
Little Gem .....	20.00	190.00

Write for complete trade list.

**KINGWOOD NURSERIES MENTOR, O.**

color. Some of the pertinent points made by Mr. Nodwell were:

There are now more than 100 named varieties of Scotch pine, each one selected for some characteristic related to the lumber industry.

The problem now before Christmas tree growers planting Scotch pine is to find a clone or clones in which the characteristics of a good Christmas tree predominate. Among the factors that seem important are:

1. Length of needles. Mr. Nodwell showed specimens of Scotch pine needles ranging from one inch to five inches in length. By a show of hands, the growers present indicated a preference for needles from one and one-half to two inches long.

2. Retention of needles. Scotch pines generally retain their needles for two years, although some varieties keep them only one year; a few retain their needles for three years. A clone was reported which kept its needles for five years, certainly a factor that would be much prized by the trade.

3. Density of needles. By examples the speaker showed that there is a tremendous difference in the number of needles per square inch on different selections of Scotch pine. The denser specimens were preferred by the growers present.

4. Thickness of needles. This was shown by examples to vary from thin and fine to coarse and twisted.

5. Angle of needles was shown to vary considerably between first, second and third-year needles.

6. Color of needle and tendency to yellow after frost. This was the one big detail that everyone present had focused on. The speaker demonstrated that this is a hereditary factor, influenced only slightly by environmental changes, and seems to be more pronounced in those strains that originated farthest north. In all cases reported, Riga pine, the most popular and best-known strain, does a classic job of yellowing with the first frost.

### Two Important Details

Two details which seemed to have generally escaped many of the growers present were branches and type of tree.

Using trees from many different sources, Mr. Nodwell showed that some trees have coarse, horizontal branches, while others exhibit branches that rise at a steep angle. There is extreme variation in the number of branches per whorl.

In Mr. Nodwell's judgment, Christmas tree growers would be well advised to cull their seedlings



### HARDY ILEX OPACA

We have choice named varieties which have been widely used by many eastern nurseries. Root-bound holly liners out of 3-in. pots or deep soil cans, from 6 to 10 ins. high. Also rooted cuttings. Ilex Cornuta Burfordi, Franklinia rooted cuttings, Arctostaphylos (Bearberry), out of 3-in. pots.

Taxus (varieties), 1 and 2-yr. We guarantee true to name and a reliable year-after-year source.

WRITE FOR CATALOG

**HOLLY HAVEN, INC.** Elizabeth C. White, Pres.  
WHITESBOG 8, N. J.

## CHINESE CHESTNUTS

Hemming Strain Blight-Resistant Trees

Seed \$1.25 per lb.

\$100.00 per 100 lbs.

	Per 10	Per 100	Per 1000
12 to 18 ins. ....	\$2.50	\$22.50	\$200
18 to 24 ins. ....	3.50	32.50	300
2 to 3 ft. ....	6.00	55.00	500
3 to 4 ft. ....	7.50	70.00	650

Write for Trade List

**EASTERN SHORE NURSERIES, INC.**

Box 743

EASTON, MD.

## HARDY PLANTS Bulbs and Shrubs

"America's Finest"

Write for Trade List

**Springbrook Gardens**  
MENTOR, O.

## TAXUS

Upright, 4 to 14 ft.

Truckloads only, no boxing.

**BULK'S NURSERIES**  
BABYLON, L. I., N. Y.

## VICARY PRIVET

Lovely golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.

	Per 10	Per 100	Per 1000
Greenhouse cuttings .....	.....	\$10.00	\$80.00
Liners in 2-in. pots .....	\$2.00	18.00	....

**BEARDSLEE NURSERY PERRY, O.**

carefully and plant for Christmas trees those that showed clumps of from eight to 12 buds rather than those that showed terminal bud clumps of five or fewer buds.

As to the type of tree desired by the trade, the speaker pointed out that crookedness of trunk and tendency to throw double, triple and even quadruple tops is an inherited characteristic. He also showed specimens indicating that different seed sources seem to contain a varying number of abortive trees.

### The State in the Business

The Indiana conservation department has long been selling seedlings to planters and in late years has been selling trimmings from the state-owned forests as Christmas tree stock. Christmas tree growers have been disturbed about this.

"Are State Agencies Justified in Producing Christmas Trees Now?" was discussed by I. J. Mathews. He pointed out that the conservation laws are designed to facilitate the reforestation of bare lands in Indiana and the legislators thought they had included safeguards to prevent state-produced trees from being used for landscape purposes. During the past two years, Indiana has put the price of Scotch pine seedlings up to \$25 per thousand to encourage planters of this pine to buy their seedlings from private sources.

Directors named to serve the Indiana Christmas Tree Growers' Association during the next three years were Walter Schultz, Rensselaer; Prof. Dan Den Uyl, Lafayette, and Fred Nussmeier, Evansville. Officers to serve during 1955 were elected by the directors and are president, J. T. Ashworth, Indianapolis; vice-president, Prof. Dan Den Uyl, Lafayette, and secretary-treasurer, Mrs. C. R. Leslie, Walkerton.

**SUGGS LANDSCAPE CO.**, formerly at 2120 Portsmouth, Houston, Tex., has moved to 7404 Old Richmond road, Houston. The new location, which comprises an acre, is in Sharptown, one of the largest real estate developments in the country. A garden supply sales building is a feature of the new unit.

**KNOB VIEW NURSERY**, New Albany, Ind., owned by George B. Heilman and Forrest I. Averitt, announces a new general line of nursery stock in conjunction with its wholesale evergreen business.

**THE Donelson Nursery & Landscaping Co.** is a new firm at Nashville, Tenn.

## FOREST SEEDLINGS

APRICOT		Per 100	Per 1000
2 to 3 ft.	.....	\$7.00	\$60.00
18 to 24 ins.	.....	5.00	40.00
ASH, GREEN		Per 100	Per 1000
2 to 3 ft.	.....	3.50	30.00
18 to 24 ins.	.....	2.50	20.00
12 to 18 ins.	.....	1.60	15.00
6 to 12 ins.	.....	1.20	10.00
BOX ELDER		Per 100	Per 1000
2 to 3 ft.	.....	3.50	30.00
18 to 24 ins.	.....	2.50	20.00
12 to 18 ins.	.....	1.60	15.00
6 to 12 ins.	.....	1.20	10.00
BUCKTHORN, DAHURIAN		Per 100	Per 1000
18 to 24 ins.	.....	5.00	45.00
12 to 18 ins.	.....	4.00	35.00
6 to 12 ins.	.....	2.50	20.00
CARAGANA ARBORESCENS		Per 100	Per 1000
3 to 4 ft.	.....	8.00	75.00
2 to 3 ft.	.....	5.50	50.00
18 to 24 ins.	.....	4.00	35.00
12 to 18 ins.	.....	3.00	25.00
6 to 12 ins.	.....	2.00	15.00
CHERRY, WILD BLACK		Per 100	Per 1000
2 to 3 ft.	.....	5.50	50.00
18 to 24 ins.	.....	4.00	35.00
12 to 18 ins.	.....	2.90	25.00
6 to 12 ins.	.....	2.00	18.00
CORNUS STOLONIFERA (Red Oaler Dogwood)		Per 100	Per 1000
18 to 24 ins.	.....	6.00	55.00
12 to 18 ins.	.....	5.00	45.00
6 to 12 ins.	.....	3.00	25.00
CORYLUS AMERICANA (Hazelnut)		Per 100	Per 1000
2 to 3 ft.	.....	6.50	60.00
18 to 24 ins.	.....	5.00	45.00
ELM, AMERICAN		Per 100	Per 1000
2 to 3 ft.	.....	3.50	30.00
18 to 24 ins.	.....	2.50	20.00
12 to 18 ins.	.....	1.90	15.00
6 to 12 ins.	.....	1.20	10.00
ELM, CHINESE		Per 100	Per 1000
3 to 4 ft.	.....	7.50	65.00
2 to 3 ft.	.....	4.50	40.00
18 to 24 ins.	.....	2.90	25.00
12 to 18 ins.	.....	2.10	18.00
6 to 12 ins.	.....	1.20	10.00
HONEYUCKLE		Per 100	Per 1000
2 to 3 ft.	.....	14.00	120.00
18 to 24 ins.	.....	11.00	100.00
9 to 12 ins.	.....	5.00	50.00
6 to 9 ins.	.....	3.50	30.00
LOCUST, BLACK		Per 100	Per 1000
6 to 8 ft.	.....	8.00	75.00
4 to 5 ft.	.....	6.50	60.00
3 to 4 ft.	.....	4.50	40.00
2 to 3 ft.	.....	3.20	28.00
18 to 24 ins.	.....	2.40	20.00
12 to 18 ins.	.....	1.70	14.00
6 to 12 ins.	.....	1.00	9.00
LOCUST, THORNLESS HONEY		Per 100	Per 1000
Very fine stock, 100 per cent thornless, excellent lining-out and understock material.			
3 to 4 ft.	.....	\$ 8.00	\$ 70.00
2 to 3 ft.	.....	5.00	45.00
18 to 24 ins.	.....	3.50	30.00
12 to 18 ins.	.....	2.40	20.00
6 to 12 ins.	.....	1.70	14.00
3/16-in. cal. and up	.....	2.00	18.00
MAPLE, SILVER		Per 100	Per 1000
2 to 3 ft.	.....	5.50	50.00
18 to 24 ins.	.....	4.00	35.00
6 to 12 ins.	.....	1.70	14.00
OAK, BUR		Per 100	Per 1000
18 to 24 ins.	.....	12.00	100.00
12 to 18 ins.	.....	8.50	75.00
6 to 12 ins.	.....	6.50	55.00
OLIVE, RUSSIAN		Per 100	Per 1000
3 to 4 ft.	.....	8.00	75.00
2 to 3 ft.	.....	6.00	55.00
18 to 24 ins.	.....	4.50	40.00
12 to 18 ins.	.....	3.00	25.00
6 to 12 ins.	.....	2.00	18.00
OSAGE ORANGE		Per 100	Per 1000
18 to 24 ins.	.....	2.40	20.00
12 to 18 ins.	.....	1.80	15.00
6 to 12 ins.	.....	1.20	10.00
PHYSCARPUS OPULIFOLIUS		Per 100	Per 1000
18 to 24 ins.	.....	6.00	55.00
12 to 18 ins.	.....	5.00	45.00
6 to 12 ins.	.....	3.50	30.00
PRUNUS BESSEYI (Western Sand Cherry)		Per 100	Per 1000
2 to 3 ft.	.....	6.50	60.00
18 to 24 ins.	.....	5.50	50.00
12 to 18 ins.	.....	4.50	40.00
6 to 12 ins.	.....	3.00	25.00
PRUNUS PADUS COMMUTATA (Mayday)		Per 100	Per 1000
18 to 24 ins.	.....	7.00	60.00
12 to 18 ins.	.....	5.50	50.00
6 to 12 ins.	.....	4.00	35.00
RIBES ODORATUM		Per 100	Per 1000
6 to 12 ins.	.....	3.50	30.00
ROSA MULTIFLORA, thorny		Per 100	Per 1000
3/4-in. cal. and up	.....	3.50	30.00
No. 1, 3/16 to 1/4-in. cal.	.....	2.50	22.00
No. 2, 2/16 to 3/16-in. cal.	.....	2.00	15.00
8 to 15 ins.	.....	1.50	12.50
6 to 10 ins.	.....	1.20	10.00
TAMARIX HISPIDA C. 2-yr. cutbacks,		Per 100	Per 1000
24 to 36 ins.	.....	20.00	150.00
WALNUT, BLACK		Per 100	Per 1000
12 to 18 ins.	.....	3.50	30.00
6 to 12 ins.	.....	2.40	20.00

### SHADE TREES AND ORNAMENTAL TREES

CRAB APPLE, RED SILVER		Per 10	Per 100
5 to 6 ft.	.....	\$15.00	\$135.00
4 to 5 ft.	.....	12.00	110.00
ELM, AMERICAN		Per 10	Per 100
1 1/4 to 1 1/2-in. cal.	.....	22.00	200.00
8 to 10 ft.	.....	16.50	150.00
6 to 8 ft.	.....	11.00	100.00
5 to 6 ft.	.....	7.00	65.00
4 to 5 ft.	.....	5.00	45.00
ELM, MOLINE		Per 10	Per 100
8 to 9 ft.	.....	15.00	135.00
LINDEN, REDMOND		Per 10	Per 100
In our opinion this is the most outstanding budded linden on the market. We have grown and tested this tree many years. It grows fairly fast, has a spread similar to pin oak. The new wood growth turns red. Has never been damaged from wind, sleet, snow, insect pests or disease. Excellent shade for lawn, park and street planting.			
5 to 6 ft.	.....	\$16.50	\$150.00
4 to 5 ft.	.....	11.00	90.00
LINDEN, AMERICAN		Per 10	Per 100
6 to 8 ft.	.....	\$22.00	\$200.00
5 to 6 ft.	.....	12.00	110.00
MAPLE, SILVER		Per 10	Per 100
8 to 10 ft.	.....	19.00	175.00
6 to 8 ft.	.....	14.00	125.00
5 to 6 ft.	.....	8.00	75.00
OUR ROOT-PRUNED OAKS ARE EXCELLENT FOR SMALL SHADE AND LINING-OUT STOCK.			
OAK, BUR		Per 10	Per 100
5 to 6 ft., root-pruned	.....	\$6.50	\$60.00
4 to 5 ft., root-pruned	.....	4.50	40.00
3 to 4 ft., root-pruned	.....	3.00	25.00
OAK, RED		Per 10	Per 100
4 to 5 ft., root-pruned	.....	4.50	40.00
3 to 4 ft., root-pruned	.....	3.00	25.00

## PLUMFIELD NURSERIES, INC.

P. O. Box 7

Phone 581

FREMONT, NEB.

### "CRIMSON PYGMY" DWARF RED BARBERRY

The new, sensational shrub for ranch-house landscaping, dwarf hedges, potting and B&B sales.

	10 rate	100 rate	1000 rate
L.O. size from 2 1/4-in. pots	\$0.35 ea.	\$0.25 ea.	\$0.22 1/2 ea.
2-yr., field plants	.75 ea.	.60 ea.	.50 ea.

THE COTTAGE GARDENS

LANSING 15, MICH.



Wholesale growers of the best

Ornamental Evergreens  
Deciduous Trees  
Shrubs and Roses

Write for our current trade list

THE KALLAY BROTHERS CO.  
Painesville, Ohio



FRUITS  
ORNAMENTALS  
LINING-OUT STOCK

Send for Complete Trade List.  
NEW CARLISLE, O.

## Special Prices to the Trade

# VIBURNUM BURKWOODI

(Gardenia-scented Snowball)

For spring delivery, F.O.B. Dayton, O. Own-root—Lining-out size in plant bands.

Per 50	Per 100	Per 1000
<b>\$15.00</b>	<b>\$25.00</b>	<b>\$225.00</b>
	Per 10	Per 100
18 to 24 ins., B.R.	<b>\$10.00</b>	<b>\$ 85.00</b>
18 to 24 ins., balled	<b>15.00</b>	<b>135.00</b>
2 to 2½ ft., balled	<b>20.00</b>	<b>185.00</b>
2½ to 3 ft., balled	<b>27.50</b>	<b>250.00</b>

# VIBURNUM CHENAULTI

More evergreen and compact growing, same flowers as Burkwoodi. Own-root—Lining-out size in plant bands.

Per 50	Per 100	Per 1000
<b>\$17.50</b>	<b>\$30.00</b>	<b>\$250.00</b>
	Per 10	Per 100
18 to 24 ins., B.R.	<b>\$12.50</b>	<b>\$110.00</b>
18 to 24 ins., balled	<b>17.50</b>	<b>160.00</b>
2 to 2½ ft., balled	<b>22.50</b>	<b>210.00</b>
2½ to 3 ft., balled	<b>30.00</b>	<b>275.00</b>

## The Siebenthaler Co.

3001 Catalpa Dr.

DAYTON 5, O.

Hydrangea P. G.  
Hydrangea P. G. (Tree Form)  
Ornamental Trees  
Grapevines, 1-yr.

Thorne Brewster

**WILLOWBEND NURSERY**  
PERRY, O.

## ILEX CRENATA CONVEXA ILEX CRENATA ROTUNDIFOLIA

2-yr., transplants  
branched, heavy

	Per 100
6 to 8 ins.	<b>\$25.00</b>
8 to 10 ins.	<b>30.00</b>

**MITISKA NURSERY**  
AMHERST, O.

## REMEMBER SHERMAN'S for . . .

Alpine Currant  
Hydrangea P. G.  
French Lilacs  
Snowball  
Shade Trees  
Evergreens  
Phlox  
Peonies  
Plum Seedlings  
Lining-out Stock

Let us quote you on your requirements.

**SHERMAN NURSERY CO.**  
CHARLES CITY, IA.

## COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade  
Trees, Roses and Lining-out Stock.

Write for complete list.

**ONARGA NURSERY CO.**  
ONARGA, ILL.

Over 100 Years' Nursery Experience

**ILGENFRITZ  
NURSERIES, Inc.**

The Monroe Nursery  
MONROE, MICHIGAN

GET THE BEST BUY ILGENFRITZ

## TEUCRIUM CHAMAEDRYS

(Germander)

A shrublike, evergreen, edging plant of moderate growth. It has glossy green foliage resembling dwarf boxwood and may be clipped to suit any height up to 12 ins.

Heavy, 1-yr. plants—\$18.00 per 100;

\$170.00 per 1000

**KINGWOOD NURSERIES** **MENTOR, O.**

## COVER ILLUSTRATION

### Magnolia Acuminata

*Magnolia acuminata* is a native tree that is not used in landscape plantings so much as its outstanding ornamental characteristics warrant. It becomes a large tree at maturity, being said to reach 100 feet. It is more often seen at one-half to three-fourths that size. Its growth habit is narrow pyramidal, especially when young, but may become more spreading with age. The branches are rather short and upright, with shiny, reddish-brown bark, later becoming an attractive gray color.

The cucumber tree magnolia is native of the territory extending from New York to Georgia and west to Illinois and Arkansas. It has been in cultivation since 1736.

The generic name, magnolia, is after Pierre Magnol, one-time director of the botanic garden at Montpellier, France. The specific name, *acuminata*, refers to the acuminate-pointed leaf of this plant. The plant is listed as being hardy in zone 4 of Rehder.

The leaves of the cucumber tree magnolia are elliptic to oblong-ovate or sometimes oblong-obovate, four to nine and one-half inches long, dark to medium green above and somewhat lighter and hairy beneath. The fall foliage color is an attractive brown.

The flowers of this magnolia are not attractive. They are about two and one-half to three inches high, greenish yellow in color and nearly inconspicuous. The flowers appear in May. The cone-like fruit is red and attractive during late August and September.

*Magnolia acuminata* does best in fertile, moist soil, but it tolerates dry soils quite satisfactorily. It transplants with some difficulty, but requires little pruning and is generally free from troublesome insects and diseases. Propagation is by seeds.

This attractive, sturdy and pest-free tree should be used more abundantly in landscape plantings. It makes an attractive specimen and can be used for either lawn or residential street tree plantings. Its narrow growth habit lends to its usefulness.

L. C. C.

ED. McNEILL has taken over the management of Tuttle Bros. Nurseries, Altadena, Calif. He succeeds Carl Zangger, who has joined the firm of Sweeney, Krist & Dimm, Portland, Ore.



## ATTENTION NURSERYMEN

We have the following in surplus. All stock is first class in every respect and grown by us here in Hamburg. Please write for special quotations stating quantities interested in.

	7/16-in. cal.	9/16-in. cal.	11/16-in. cal.		5/16-in. cal.	7/16-in. cal.	9/16-in. cal.	11/16-in. cal.	
<b>APPLES:</b>									
Dolgo .....	—	—	X	<b>SOUR CHERRY:</b>	X	X	X	X	
Lodi .....	—	—	X		Early Richmond .....	—	—	X	X
Sharon .....	—	—	X		English Morello .....	—	—	X	X
Virginia Crab Apple .....	X	X	X	<b>SWEET CHERRY:</b>	—	X	X	—	
Whitney Crab Apple .....	X	X	X		Kansas Sweet .....	—	X	X	—
Winesap S. R. ....	—	X	—	<b>NEW MINNESOTA CHERRY:</b>	—	—	—	—	
York Imperial .....	—	X	—		Meteor .....	X	X	X	—
<b>FLOWERING CRAB APPLES:</b>				<b>DWARF CHERRY:</b>	Dwarfrich, 18 to 24 ins., 1-yr.				
Jay Darling .....	X	X	—						
<b>PLUMS:</b>				<b>PEARS:</b>					
Alfred .....	—	X	X						
Chilcott .....	X	—	—	Baldwin .....	—	—	X	X	
Green Gage .....	X	—	—	Bierschmidt .....	—	—	—	X	
Manet .....	X	—	—	Cope's Seedless .....	—	—	X	X	
Redcoat .....	X	X	—	Douglas .....	—	—	X	X	
Red Glow .....	X	X	—	Duchess .....	—	—	X	X	
Toka .....	X	—	—	Golden Spice .....	—	—	X	X	
<b>PEACHES:</b>				Gorham .....	—	—	X	X	
Champion .....	—	—	X	Kieffer .....	—	—	—	X	
Cherry Red .....	—	X	X	Lincoln .....	—	—	X	—	
Early East .....	—	X	X	Old Home .....	—	X	X	—	
Fairhaven .....	—	—	X	Orient .....	—	—	—	X	
Redhaven .....	—	—	X	Patten .....	—	—	—	—	
Summercrest .....	—	X	X	Walte .....	—	—	—	X	
<b>SHRUBS:</b>									
Cotoneaster acutifolia, 12 to 18 ins.				<b>PERENNIALS:</b>					
Euonymus Patens (large-leaved), 12 to 18 ins. and 18 to 24 ins.				General assortment. Please send list for quotations.					
Euonymus radicans erecta (Berryhill strain), 12 to 15 ins. and 15 to 18 ins.				<b>WANT LIST:</b>					
Forsythia Lynwood Gold, 12 to 18 ins.				Pin Oak Trees					
Forsythia intermedia spectabilis, 12 to 18 ins. through 3 to 4 ft.				Eutin Rose					
Honeysuckle, Carleton, 12 to 18 ins.				September Red Raspberry, 1/4-in. and up					
Honeysuckle, zabeli, 12 to 18 ins., T.				Thornless Boysenberries, No. 1 tips					
Philadelphus Virginal, 2 to 3 ft.				Gypsophila Bristol Fairy					
Rhus cotinus, 12 to 18 ins.				Salvia pitcheri—TRUE					
Silverberry (Elaeagnus argentea), 12 to 18 ins.				Veronica longifolia subscutellaria					
Spiraea Anthony Waterer, 3-yr., 16 to 18 ins.				Veronica Sunny Border Blue					
Tamarix hispida, 12 to 18 ins.				Veronica Blue Spire					
<b>SHADE TREES:</b>				Veronica Icele					
Lombardy Poplar, 1-yr., 3 to 4 ft.				Shasta Daisy White Swan					
Simon Poplar, 1-yr., 2 to 3 ft. and 3 to 4 ft.				Funkia subcordata grandiflora alba					
Prunus padus, 12 to 18 ins. through 4 to 5 ft.				Red Double Peonies					
Schubert Chokecherry, 12 to 18 ins. through 3 to 4 ft.				Dwarf Apple					
				Euonymus vegetus, 12 to 16 ins.					
				Viburnum carleai, 12 to 18 ins., B.R.					

## INTER-STATE NURSERIES

Telephone 280  
HAMBURG, IOWA

## OBITUARY

John T. Lovett, Jr.

John T. Lovett, Jr., for many years a partner with his brother, Lester C. Lovett, in the operation of the Economy Nursery Co., Little Silver, N. J., died January 11 at Fitkin hospital, where he had been a patient five days.

Son of the late John T. and Julia Kennedy Lovett, Mr. Lovett was born in Little Silver and had been a resident there all his life. He was a member of the Shrewsbury Presbyterian church.

Surviving are his widow, Mrs. Gwendolyn Towt Lovett; a son, John T. Lovett III, Little Silver; a brother, Dr. Irving K. Lovett, Red Bank; two sisters, Mary Lovett, Red Bank, and Alida Lovett, New Haven, Conn., and two grandchildren, Robert Douglas Lovett and Miriam Gwendolyn Lovett.

William A. Frederick

William A. Frederick, 72, landscape architect and horticulturist at the Capitol grounds, Washington, D. C., died January 11, after an operation New Year's eve.

A nurseryman since his early

teens, Mr. Frederick joined the architect's office at the Capitol in 1918 and had retired at the beginning of this year. Among his landscaping works are the grounds around the Supreme Court building, Pan American Union, Walter Reed hospital and the Federal Reserve building. In 1946, he was made an honorary trustee of the National Gallery of Art for his work in handling the plants at the gallery.

Born in Philadelphia, Pa., Mr. Frederick entered the nursery business at 16 and several years later was put in charge of propagation of all plant material for the 6,000-acre Fairmont park, at Philadelphia. He spent three and a half years in the field service of the Interior Department and taught horticulture to the Indians in Oklahoma.

Mr. Frederick is survived by his widow, the former Geraldine Hulley, of Washington.

WITHIN one block of the B. L. Potter Nurseries, Huntington, W. Va., Mr. Potter erected a garden shop building, 50x75 feet, at the rear of display grounds, 75x100 feet. This new retail outlet was opened December 1 with a full stock of plants and supplies.

## EVERGREENS

Wholesale Price List — To the Trade Only

Magnolia Soulangeana,	Each
3 to 3 1/2 ft. ....	\$3.00
Euonymus Patens,	
18 to 24 ins. ....	2.75
Ilex Cornuta Burfordi,	
18 to 24 ins. ....	2.75

## JUNIPERS (heavy sheared)

Pfitzer Juniper,	
24 to 30 ins. ....	3.50
Blue Metz Juniper,	
30 to 36 ins. ....	4.25

## GRAFTS

Keteleer Juniper,	
4 to 5 ft. ....	5.00
Dundee Juniper,	
3 ft. ....	3.00
3 to 4 ft. ....	4.00

TERMS: 5% discount when cash accompanies order. 2% discount when paid within 10 days after receiving invoice. Net 30 days.

All stock listed is dug B&B.

VISITORS INVITED

We can arrange for economical truck-load delivery.

## ANNA NURSERY

F. G. Anderson, Prop.

Drawer 119, Anna National Bank Bldg.

ANNA, ILL.

Office Phone—340 Res. Phone—299R

## EVERGREEN GRAFTS

(on Red Cedar understock)

### JUNIPER

Each 35c. No packing charge.  
No orders for less than 100. Order now.  
Satisfaction guaranteed or your money  
refunded.

<b>Canaerti</b>	<b>Pathfinder</b>
<b>Blue Haven</b>	<b>Burki</b>

We only have a few thousand grafts  
left—and remember, you don't have to  
buy 1000 or 10,000 to buy our grafts  
at 35c each.

**Green and Silver Gasei Cypress grafts**  
(grafted on arborvitae) also 35c each.

**Pfitzer Juniper**, out of 2 1/4-in. rose pots.  
Potted spring of 1954.

Extra nice.....15c each  
No order for less than 100.

### Red Cedar

S., 1-yr., 3 to 5 ins....\$15.00 per 1000  
No order for less than 1000.

**Juniperus Scopulorum** (Silver Cedar)

1-yr., 2 to 4 ins.....\$25.00 per 1000  
No order for less than 500.

## M. MEYER NURSERY

5439 S. Hydraulic  
WICHITA 15, KAN.

## POTTED LINERS

For Fall, 1954—Spring, 1955 Shipment

Heavy, well-rooted plants.  
2 1/4 and 2 1/2-in. pot grown.

	Per 100
<b>Euonymus Radicans Variegated</b> .....	\$25.00
<b>Euonymus Vegetus</b> .....	18.50
<b>Juniperus Depressa Plumosa</b> .....	20.00
<b>Juniperus Glaucia Hetzi</b> .....	20.00
<b>Juniperus Pfitzeriana</b> .....	25.00
<b>Taxus Cuspidata</b> .....	25.00
<b>Taxus Hicksi</b> .....	27.50
<b>Thuja Pyramidalis</b> .....	22.50
<b>Thuja Wareana</b> .....	22.50
<b>Thuja Woodwardi</b> .....	22.50

THE *Hollandia*  
Gardens  
SOUTH VIENNA, O.

## IOWA CONVENTION

[Continued from page 13]

sion was pointed out the value of the electronic leaf to regulate the turning on and off of the water, something of great interest to all who could not give their propagation frames constant attention. This idea, of course, met with hearty approval on the part of landscape nurserymen, who find themselves away on jobs at the very time the plants at home need watering. As always there was much interest in new developments in the field of weed control through spraying.

For the first time in years, the Iowa association devoted considerable convention time to discussions of the marketing of plant materials. Kenneth Haysler, Cloverset Flower Farm, Kansas City, Mo., and L. C. (Jens) Ihrke, D. Hill Nursery Co., Dundee, Ill., told the group of the latest advances in potting techniques. Both men had many interesting observations and recommendations to make to the nurserymen on care of the potted plants as well as numerous suggestions on how to promote these plants in the market.

In the field of pricing, John J. Pinney, Willis Nursery Co., Ottawa, Kan., talked on realistic pricing of nursery stock. After this fine presentation the group seemed to grasp the importance of placing sensible values on their merchandise. The nursery business is definitely behind most other industries in raising its prices to compensate for the increases in the cost of production.

A report on "Plant Iowa," given by Bob Bauge, Earl May Seed Co., Shenandoah, Ia., credited this program with the planting of over 3,000,000 trees last year, and the nurserymen left the meeting determined to do a better job this year.

The highlight of any convention to many nurserymen is the slide session, in which a moderator shows the slides of any and all corners while they briefly describe the pictures. This part of the Iowa program is handled by Arnold Webster, Kuehn's Nursery, Cedar Falls, Ia., and again this year some worthwhile ideas were gained from the slides on the value of display beds and on new and interesting innovations in various plant materials. As always, some fine flowering crab apple trees worthy of greater use in Iowa were shown.

### BOYD RECEIVES CITATION

Robert W. Boyd, owner of Globe Nurseries, McMinnville, Tenn., was voted McMinnville's "Young Man

## MULTIFLORA ROSES UNDERSTOCK

Straight shanked seedlings grown especially for understock. Expertly graded to suit the most particular.

Per 1000  
4 to 6-mm. cal.....\$27.50  
2 to 4-mm. cal..... 17.50

Also available are the following grades for living fences, conservation plantings.

Cal.	Ins.	Per 1000
2 to 3-mm.	8 to 15	\$12.50
3 to 5-mm.	12 to 18	19.50
3 to 8-mm.	12 to 24	22.50
5 to 12-mm.	18 to 36	32.50

Write for special quotations on quantities of 10,000 or more.

The above prices are F.O.B. Griggsville, Ill. nursery.

All tops cut back to 10 ins. at shipping unless otherwise requested.

### NO PACKING CHARGE.

500 at the 1000 rate.

Our storage facilities are the best.  
ORDER NOW for delivery this winter or spring.



**FARM LANDSCAPE CO.**  
Box 230  
URBANA, ILL.

## SPRING, 1955

Fruit trees, shrubs, shade trees,  
ornamental trees, evergreens and taxus.  
QUANTITIES IN:

Arborvitae, Aurea Nana  
Arborvitae, Dark Green American  
Berberis Mentorensis  
Birch, Weeping Cut-leaved  
Cornus Florida  
Cotoneaster Divaricata  
Cotoneaster Opiculata  
Crab Apple, Flowering  
Euonymus Alatus Compactus  
Euonymus Patens  
Euonymus Vegetus  
Juniperus Canaerti  
Juniperus Columnaris  
Juniperus Glaucia  
Juniperus Keteleeri  
Juniperus Pfitzeriana  
Maple, Silver  
Privet, Amur River North  
Prunus Newport  
Willow, Thurlow

**C. M. HOBBS & SONS, INC.**  
BRIDGEPORT, IND.  
Established 1875

## TAXUS

Finished Liners

Send for Our List

See our display ad in the September 1 and 15 issues.

**EAGLE CREEK NURSERY CO.**  
NEW AUGUSTA, IND.

of the Year" for 1954. He was announced as winner of the annual award and presented the distinguished service key of the junior chamber of commerce with an accompanying citation at the organization's annual banquet.

Son of Mr. and Mrs. F. C. Boyd, Sr., of Boyd Nursery Co., Robert Boyd opened the Globe Nurseries after serving 50 months with the navy during World War II.

Besides being active in civic, church and community affairs, Mr. Boyd is president of the Tennessee chapter of the American Association of Nurserymen and the Middle Tennessee Nurserymen's Association, membership chairman of the Southern Nurserymen's Association and delegate to the A. A. N. board of governors.

### BURGUNDY RASPBERRY

The new Burgundy raspberry, which is in the process of being patented and shows promise as a purple variety for commercial use and the home garden, is a chance seedling discovered on the farm of Loretto Bros., North Collins, N. Y., commercial growers of raspberries. It has now been given extensive tests on the farm for over six years and is reported to have performed better than any other purple raspberry in the area. Fields planted beside Sodas several years ago are still in vigorous production, while the Soda variety yielded to mosaic and other factors two years earlier.

Burgundy is characterized by its upright habit of growth and its resistance to disease and adverse soil conditions. The fruit is attractive in appearance, large and of excellent flavor both fresh and after processing. Exclusive wholesale rights have been granted to Congdon's Wholesale Nursery.

FINDING purchasable quantities of stock inadequate for the increased landscape operations of the F. D. Clavey Ravinia Nurseries, Inc., Deerfield, Ill., Roy Clavey purchased 106 acres at Libertyville, where he now makes his home and where are being grown trees and shrubs to supplement those produced at the parent nursery.

HOWARD C. BROWN, a graduate of California State Polytechnic College, San Luis Obispo, and acting head of the college ornamental horticulture department since January, 1953, has been appointed department head.

## NURSERY LINERS

### Christmas Tree Stock

	Per 100	Per 1000	Per 10,000
Colorado Blue Spruce, 3-2, 6 to 9 ins....	\$18.00	\$150.00	....
Colorado Blue Spruce, 3-2, 4 to 6 ins....	12.00	80.00	....
Colorado Blue Spruce, 3-0, 5 to 10 ins....	10.00	65.00	....
White Spruce, 3-0, 3 to 5 ins.....	4.00	20.00	....
White Spruce, 3-0, 5 to 10 ins.....	8.00	40.00	....
*Riga Scotch Pine, 2-0, 3 1/2 to 8 ins....	7.50	26.00	\$24.00
*Riga Scotch Pine, 2-0, 2 to 3 1/2 ins....	3.00	14.00	12.00
*Riga Scotch Pine, 2-0, 6 to 10 ins....	8.00	36.00	35.00
*Riga Scotch Pine, 2-0, 3 to 6 ins....	5.00	22.00	21.00
Austrian Pine, 2-0, 3 to 6 ins.....	6.00	25.00	24.00
Austrian Pine, 2-2, 8 to 12 ins.....	12.00	90.00	....
Mugho Pine, 3-0, top sheared to about 3 ins.....	5.00	30.00	25.00
Douglas Fir, Rocky Mt. type, 2-0, 3 to 8 ins.....	6.00	28.00	25.00
Douglas Fir, taxifolia glauca, 2-2, 6 to 9 ins.....	10.00	75.00	....
taxifolia glauca, 2-2, 9 to 12 ins.....	15.00	125.00	....

TERMS: Cash with order please; or 25 per cent deposit, balance before shipment.

25 at 100 rate, 250 at 1000 rate; all seedlings in multiples of 50, all transplants in multiples of 10.

Minimum order \$10.00. Packing charge included in price of trees.

\*Prices available on request for 50,000 or more.

## MATTHEWS NURSERY

HARBOR SPRINGS, MICH.

Telephone 123 or 732

### PINE SEEDLINGS

for Christmas trees and reforestation.

Per 100 Per 1000

SCOTCH PINE (2-0), 5 to 8 ins..	\$6.00	\$32.50
AUSTRIAN PINE (2-0), 4 to 7 ins..	6.00	32.50
AUSTRIAN PINE (3-0), 6 to 12 ins.	7.00	40.00
GUARANTEED PLANTING by experienced crews.		

Write for prices and wholesale price lists.

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P. O. Box 215 MAGNOLIA, O.

### LINING-OUT and FINISHED STOCK

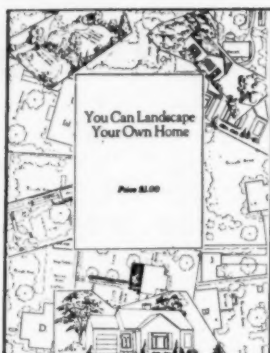
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Over 100 illustrations make it unquestionably clear.

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#### SPECIAL QUOTATIONS TO NURSERYMEN:

1 to 9 60c each; 10 to 24 50c each; 25 to 99 45c each; 100 or more only 40c each. F.O.B. Long Lake. For pre-paid postage (Book rate) in lots of 10 or more add 1½¢ each.

**OVER 1500 NURSERYMEN  
AND GARDEN SHOPS  
IN 43 STATES AND CANADA  
ARE USING THESE  
BOOKS PROFITABLY.**

#### THE AUTHOR'S BACKGROUND

For 45 years the author, Franc P. Daniels, Sr., has been a horticulturist, growing and selling plants and teaching and preaching the gospel of better horticulture. For 42 years he has been the owner and operator of The Daniels Nursery (A.A.N., Minn. N.A., and Twin City N.A.), one of the largest nurseries and landscape organizations in the Minneapolis area. For 23 years of that time he taught winter courses in horticulture at the University of Minnesota Farm School. He has been constantly active in horticultural organizations of various sorts, including 19 years of "presidenting" of state horticultural societies, county agricultural societies and fruit growers association. All through these years he has been in constant contact with thousands of homeowners, discussing their planting and growing problems with them. ALL BY WAY OF SAYING that we think Mr. Daniels knows just what Mr. Average Homeowner wants and needs to know about growing and caring for his own plants and knows how to tell him. IT IS THIS KIND OF INFORMATION THAT MR. DANIELS HAS WRITTEN INTO THESE TWO BOOKS.



**MANY NURSERIES** give them away—"PREMIUM-WISE" with orders of a certain amount, AND "THANK-YOU-WISE" to purchasers of substantial orders.

**MANY NURSERIES** use them to sell the need for correct landscaping and proper maintenance.



**MANY NURSERIES** advertise them in their catalogs and other promotional items offering a CREDIT MEMO of the cost amount to apply on the later purchase of nursery stock—or as an early-order premium. (Your costs are only 4 per cent or 7½ per cent on a \$10.00 order.)



You can't lose!

#### OUR "SATISFIED HOMEOWNER"

We know, from the experience of years, that you will like and want to use these helpful, profitable books. SO, we will mail you one of each (postpaid) for only \$1.50. If, after ten days for examination, you are not delighted with them, just return them and we will immediately refund your payment. You can't lose!

**HELP** your customer to know and  
plants, and he will buy more.  
**TRAIN** your staff with same  
more valuable.  
**PROFIT** from better customer  
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**YOU'RE MISSING OUT BE  
LET THESE TWO BOOKS W**

**THE MINNETONKA P**  
**400 Watertown Rd.**

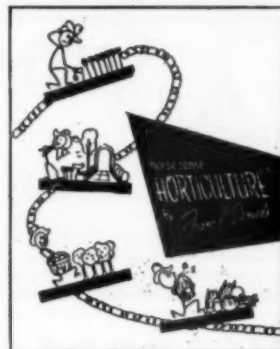
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Search the libraries—but you will find no other two books so filled with helpful information for the planter, so carefully designed to orient the reader to plant life needs and so tailor-made as aids and profit makers for the nurseryman.



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104 pages jam-packed with just the sort of information the gardener needs a hundred times a month.

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## Hardy Northern-Grown Stock at WHOLESALE

### JEWELL NURSERIES, Inc.

Write for Price List.

Box 457, LAKE CITY, MINN.

## Abstracts

### of Recent Research

#### DEW FOR PINE SEEDLINGS

The helpful effect of dew in keeping ponderosa pine seedlings alive under dry soil conditions is reported from the University of California, Berkeley, by Edward Stone and Ami Shachori (California Agriculture, December, 1954). It had been noted that such seedlings sometimes survived under conditions too dry to keep alive associated grasses.

In laboratory demonstrations it was shown that ponderosa pine seedlings could pick up an appreciable amount of water through their needles. Seedlings with their roots in a dry flask in the laboratory were subjected to continuous mist. Moisture picked up by the needles accumulated in the flask where it had been released by the root system. When the tops of the plants had dried out before the experiment had begun, however, the needles did not pick up the atmospheric moisture. It would appear that misting of young pines might carry them through adverse periods of low soil water if drying had not first injured the leaves. When the needles had dried, misting had little value. C.

#### POLARITY AFFECTS DORMANCY

A report from Russia by Molotkovskii and Molotkovskii (Doklady Akad. Nauk. SSSR, 90:101-4) states that dormancy in some woody plants can be broken by placing them in an inverted position. Using seedlings of *Quercus robur*, *Q. rubra* and walnut, they placed the plants with roots in the air and shoots downward at temperatures from 15 to 18 degrees centigrade. These broke bud dormancy before seedlings at a similar temperature placed in their normal

## NORTHERN-GROWN EVERGREENS

	Per 100	Per 1000
Riga Scotch Pine, S.....	\$ 2.50	\$ 15.00
Riga Scotch Pine, T., (2-1), 4 to 9 ins.....	4.50	38.00
True Dwarf Mugho Pine, T., (2-2), 3 to 5 ins.....	7.50	65.00
Dwarf Alberta Spruce, T., (2-2), 4 to 8 ins.....	35.00	....
Juniperus glauca hetzi, T., (2-2), 8 to 15 ins.....	25.00	....
Pyramidal Arborvitae, T., (2-2), 6 to 12 ins.....	35.00	250.00
Colorado Blue Spruce, T., (2-2-2), 6 to 10 ins.....	13.50	125.00

(These Colorado Spruce are bushy and heavy to good blues.)

All Transplants from Open Field Beds.

### HOUSTON EVERGREEN NURSERY CADILLAC, MICH.

*Minnesota Grown*

**FLOWERING CRABS  
ORNAMENTAL TREES  
and SHRUBS**

Fruit Trees and Berries  
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Complete Selection  
of Fine Roses

Write for our Free Wholesale Catalog

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NURSERY COMPANY  
SINCE 1872  
FARIBAULT, MINN.

**QUALITY LINERS**

**JUNIPERUS**  
Glaucia hetzi  
Andorra  
Vonecron

	Each	Each
	per 100	per 1000
4-yr., 6 to 9 ins.....	\$0.45	\$0.40
4-yr., 9 to 12 ins.....	.55	.50

**TAXUS**  
Cuspidata, 6 to 9 ins.  
and 9 to 12 ins.  
Thayeri, 6 to 9 ins.  
Hutfieldi, 6 to 9 ins.

	.50	.45
6-yr., 6 to 9 ins.....	.50	.45
6-yr., 9 to 12 ins.....	.65	.60

No packing charge.

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NURSERIES**

P. O. Box 1747 MILWAUKEE, WIS.

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Evergreen Liners  
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Ornamental Shrubs  
Fruit Trees  
French Lilacs  
Philadelphus Minnesota Snowflake  
(Plant Patent No. 538).  
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## PERENNIALS

2-yr. Transplanted Stock  
Liners

Chrysanthemums—R.C. and 2 1/2-in. pots.  
4 New Mums  
From Minnesota—Wenonah, early, double, pink.  
Vulcan, double, red.  
From Nebraska—Kiowa, double, brilliant orange-red.  
North Platte, early, large flowers, double yellow.

**PERKINS  
PLANTS  
LEASE**

**PERKINS BROS.**  
ST. PAUL 6, MINN.



growth position. The same was true with buds on cut shoots of *Tilia cordata*, *Fagus sylvatica*, *Fraxinus excelsior*, *Liriodendron tulipifera*, *syringa* and others.

The earlier the inversion was begun, the greater was the difference between inverted plants and those in their normal position. There were great varietal differences in response, but, if a seedling was ringed, the inversion was not only ineffective but the ringed and inverted seedling broke dormancy later than one not ringed and in its normal position. In the case of branches, however, ringed had no effect.

It is believed that some substances flowing from the roots are associated with dormancy and that ringing interrupted this flow. C.

#### SOUTHERN BUYERS' GUIDE

A fall and spring buyers' guide for nursery stock offered by members of the Southern Nurserymen's Association has been issued by the organization.

Divided into sections on lining-out stock and finished stock, listings include fruits, broad-leaved and coniferous evergreens, shade and ornamental trees, deciduous shrubs, hedge plants, roses and vines.

Each participating member is assigned a key number, which appears beneath the listing of each variety of stock the nursery has to offer. No prices are quoted; these are available on request from the nurseries.

The guide also gives names and addresses of all members of the association. Copies are available from the Southern Nurserymen's Association, R.F.D. No. 9, Box 82, Richmond, Va.

WALTER R. MONTFORT, who was for 15 years with Cutler & Downing and for the past six years with the Andrews Nursery Co., is back in Michigan, having purchased the Michigan Fruit Growers Nursery from W. A. Adair. He has begun operation of its 70 acres as a wholesale nursery under the title of Michigan Nurseries, Inc., 1500 U. S. 12, Benton Harbor, Mich.

J. E. SHUTTLEWORTH, of Little Tree Farm, London, Ont., Canada, drove to Florida with Mrs. Shuttleworth and four of their children for the holidays, leaving home December 20 and returning January 12 by way of Chicago, where Mr. Shuttleworth attended the nurserymen's gathering and garden equipment show.

## PINK FLOWERING DOGWOOD




Cornus florida rubra		Per 10	Per 100	Per 1000
8 to 12 ins., 1-yr.	.....	\$ 6.00	\$ 50.00	\$ 400.00
12 to 18 ins., 1-yr.	.....	8.50	75.00	650.00
18 to 24 ins., 1-yr.	.....	12.50	100.00	900.00
24 to 30 ins., 1-yr.	.....	15.00	125.00	1100.00
30 to 36 ins., 2-yr.	.....	17.50	150.00	1350.00
3 to 4 ft., 2-yr.	.....	30.00	250.00	2250.00
3 to 4 ft., br., bloom buds.	.....	40.00	350.00	.....
4 to 5 ft., 2-yr.	.....	50.00	400.00	.....
4 to 5 ft., br., bloom buds.	.....	55.00	450.00	.....

Boyd Nursery Co., McMinnville, Tenn.

**HEAVY SHRUBS  
JUNIPER GRAFTS  
LINING-OUT STOCK  
SPECIMEN EVERGREENS**

## SNEED NURSERY CO.

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**Nursery Co.**  
ESTABLISHED 1900

**Decherd, Tennessee**

**THE KENTUCKY JUNIPER GRAFTERS ASSN.**

invites your inquiries for Juniper grafts and other liners. Upon request, we will gladly mail you a list of propagators in Kentucky, after which you may contact your favorite grower. Address inquiries to:  
**NICK VERBURG, ANCHORAGE, KY.**

## VOGE NURSERY

**New Lebanon, Ohio**

TAXUS
JUNIPER
THUJA

LINING-OUT STOCK
FINISHED STOCK

**JUNIPERUS VIRGINIANA**  
(Red Cedar)

	Per 1000
6 to 9 ins., S.	\$12.50
9 to 12 ins., S.	17.50
12 to 18 ins., S.	22.50

In lots of 10,000, 5% discount; in lots of 50,000 or more, 10% discount. No shipments made on this stock after April 10.  
See our special offer on page 63.

**O. H. PERRY NURSERY CO.**  
Box 545  
McMINNVILLE, TENN.

**ARMINTROUT'S EVERGREEN NURSERY**  
ALLEGAN, MICH.

Seedlings—Transplants  
Finished Stock  
Send for price list.

**AWARD WINNING ROSES**

AARS Winners and 150 other popular varieties. In attractive, colorful packages or bare root.

**PECAN TREES**

Beautiful shade, productive too! Prolific varieties. Sizes 18 in. to 12 ft. In attractive packages or bare root. Get stock list and prices.

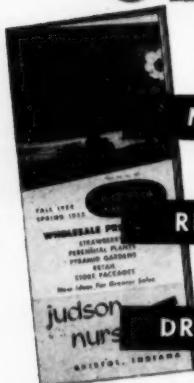
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**Stock that is hardy.**

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Contorted Hankow Willow or Corkscrew Tree. Very odd appearing horticultural curiosity. Branches grow upright with a corkscrew twist. Compact growing large shrub or small tree. Ultimate height 12 to 15 ft.  
Small trees approximately 3 to 4 ft. \$2.50 each.  
**BEARDSLEE NURSERY PERRY, O.**

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HEMLOCKS — DEUTZIA GRACILIS  
and ROSEA — WEIGELA EVA  
RATKE — TRANSPLANTS and  
POTTED PLANTS.

**HUMPHREYS LANDSCAPE SERVICE**  
MT. STERLING, KY.

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## WESTERN ASSOCIATION

[Continued from page 12]

vidual makes to another city, regardless of the number of address changes. Many people will pay up a delinquent account because of the threat of a bad credit bureau rating. He advised reporting bad credit risks as well as good ones to the credit bureau in order to help it to supply complete records.

### More on Sales

Selling nursery stock is not different from selling any other merchandise, according to Elmer Spencer, Springfield, Ill., who opened the second day's session with a talk on "Modern Selling." But some of the ways stock is sold are not good.

Too much nursery stock is sold by peddlers from trucks and roadside stands where the stock is not given proper care. When the customer buys the plants, they may be dried out or dead. The seller oftentimes is not qualified to instruct the purchaser on proper planting and care. Nurserymen not only take better care of their stock and handle better quality, but feel their responsibility to the public.

The remedy for this situation, stated Mr. Spencer, is for the nurseryman to modernize his selling methods. In this way he can reach more customers and increase the demand for his products. The nurseryman should give the customer a wider choice of plants; make it easier for him to buy. Have a supply on hand for him to take home whenever he is ready to buy. Tell him how to plant and care for his plants and then follow through with advice on watering, spraying, etc. One of the methods Mr. Spencer uses is to send cards to his customers during dry weather advising them to water; or, when insect pests are at work, how to control them by spraying.

Personnel should be well trained—they should not say to one who comes into the place of business, "Can I help you?" Rather, they should say "Good morning," or call the customer by name if they know it. Most persons who buy nursery stock are easy to deal with, but if not, the salesman should work harder on them. When one has the money in the cash register he cannot tell whether it came from a good customer or a cantankerous one.

N. L. N. A. and A. A. N. Speakers

Lloyd G. Platt, Davenport, Ia., executive secretary of the National Landscape Nurserymen's Association, presented a brief report on the activities of his association and

## PFITZER JUNIPER LINERS

TT, field, sheared	
8 to 11-in. spread	40c
11 to 14-in. spread	55c
14 to 16-in. spread	65c
6 to 8 ins., bands	14 1/2c
8 to 10 ins., bands	20c

## BLUE HETZ JUNIPER LINERS

(Juniperus chinensis pfitzeriana glauca hetzi)

Heavy stock	
6 to 8 ins., bands	12 1/2c
8 to 10 ins., bands	16 1/2c

Express Co. has lowered our shipping cost.

All prices 300 or more total order. Less than 300, add 2c per plant. See our classified ad. Write for list.

Book your order for spring.

## McININCH GREENHOUSES

ST. JOSEPH, MO.

## POT-GROWN LINERS

To avoid disappointment contact us between now and September for your liner needs for 1955-1956 season.

We are sold out for this season.

## JOHNSON'S NURSERY

BAXTER, TENN.

## FINISHED STOCK and LINERS

We solicit your inquiries.

## LAIRD'S NURSERIES

Route 2  
RICHMOND, VA.

5 miles west of city on Broad St. Road

## LYTHRUM

Heavy, No. 1 field-grown plants.

	Per 100	Per 1000
Dropmore Purple	\$12.50	\$115.00
Morden's Pink	15.00	140.00
Robert	22.50	210.00

Write for complete trade list.

**KINGWOOD NURSERIES MENTOR, O.**

# PRODUCED BY THE NEW PHYTOTEKTOR SYSTEM THE FULLY AUTOMATIC INTERMITTENT MIST METHOD WHICH ROOTS SOFTWOOD CUTTINGS IN SOIL.

BG—bed-grown  
F—field-grown  
RC—rooted cutting

Mo.—months old  
X—transplanted  
S—seedling

**Abelia Edward Goucher**—X, F, 8 to 12 ins., 18c; 12 to 15 ins., 22c; 2-yr., X, F, 15 to 18 ins., 30c.  
**Abelia grandiflora**—X, F, 8 to 12 ins., 10c; 12 to 15 ins., 14c; 15 to 18 ins., 18c; 2-yr., X, F, 18 to 24 ins., 30c.  
**Berberis julianae**—X, F, 4 to 6 ins., 15c; 6 to 9 ins., 22½c; 9 to 12 ins., 30c.  
**Berberis sargentiana**—X, F, 6 to 9 ins., 15c; 9 to 12 ins., 20c; 2-yr., 12 to 18 ins., 30c.  
**Buxus sempervirens arborescens**—X, F, liners, not bushy, 9 to 15 ins., 15c.

**Chaenomeles (Cydonia)**—Hybrid, upright, non-fruiting, BG, not branched, 6 to 12 ins., 12c; 12 to 24 ins., 17c; colors—rich red and deep pink.  
**Euonymus fortunei carrieri**—(True), X, F, 4 to 6 ins., 15c.  
**Euonymus japonicus**—Large, RC, 8c.  
**Euonymus kiauschiensis (Patens)**—Large-leaved, RC, 6c; X, F, 9 to 12 ins., 15c; X, F, 12 to 15 ins., 20c; 2-yr., X, F, heavy, 12 to 15 ins., 25c; 15 to 18 ins., 35c.  
**Euonymus kiauschiensis (Patens)**—Small-leaved, good compact grower, erect, non-fruiting, 6 Mo., RC, 6c; X, F, branched, 9 to 12 ins., 15c.

**Hydrangea P. G.**—X, F, 12 to 15 ins., 15c.  
**Ilex cornuta**—Large, 8 Mo., RC, 8c; 1-yr., BG, 6 to 8 ins., 12½c.  
**Ilex cornuta burfordi**—Large, 7 Mo., RC, 8c.  
**Ilex crenata convexa**—7 Mo., RC, 4 to 7 ins., 7c.  
**Ilex howardi**—RC, 15c; southern type.  
**Ilex opaca**—Northern types, not southern hybrids, guaranteed female and guaranteed male, from cuttings, 18 Mo., BG, Some lightly branched, 6 to 10 ins., 25c; for canning in gallon cans, 15 to 30 ins., 50c.  
**Ilex rotundifolia**—Light, 8 Mo., BG, not branched, 7c; 1-yr., BG, 4 to 6 ins., 12½c; 2-yr., BG, extra-heavy, 8 to 14 ins., 30c.  
**Ilex vomitoria femina**—X, F, 6 to 9 ins., 20c; 9 to 12 ins., 30c.

**Jasminum floridum and Jasminum nudiflorum**—BG, 6 to 8 ins., 7c; 8 to 12 ins., mostly branched, 10c; X, F, 12 to 18 ins., 20c; 18 to 24 ins., 30c.

NOTE—All *Juniperus* 2-yr., from small, greenhouse type, cuttings transplanted to field.

**Juniperus Andorra**—X, F, 4 to 6 ins., 15c; 6 to 9 ins., 20c.

**Juniperus pitzeriana**—Green, X, F, 4 to 6 ins., 15c; 6 to 12 ins., 27½c; 12 to 15 ins., 40c.

**Mahonia bealei**—1-yr., S., suitable for potting, 6c.

**Prunus laurocerasus officinalis** (English Cherry Laurel)—RC, 10c; 7 Mo., BG, 5 to 10 ins., 17½c.

**Prunus laurocerasus schipkaensis** (Hardy Cherry Laurel)—RC, 10c; 7 Mo., BG, 5 to 8 ins., 17½c.

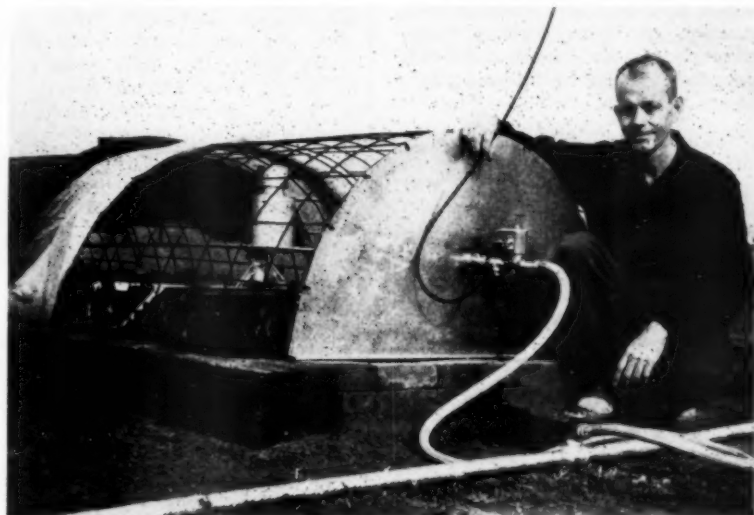
**Viburnum burkwoodi**—Own root, X, F, 8 to 12 ins., 20c; 12 to 18 ins., 35c; 2-yr., X, F, 18 to 24 ins., 75c.

**Viburnum rhytidophyllum**—RC, 10c; 7 Mo., BG, 4 to 6 ins., 17½c.

FREE PACKING, liners in sphagnum moss and polyethylene plastic. Cash with order or 25% deposit, balance at time of shipment.

**HARVEY TEMPLETON, JR.**

**phytotektor.**  
U.S. HWYS. 64-41A  
WINCHESTER - TENNESSEE



solicited membership from qualified nurserymen.

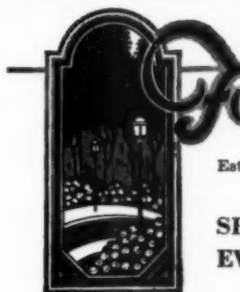
Final speaker on the formal program was Curtis Porterfield, Washington, D. C., administrative assistant of the American Association of Nurserymen, who outlined some of the numerous activities of the association. Important among these is the strenuous opposition to the United States Department of Agriculture's proposal to revise federal quarantine 37 to permit importations from Europe of nursery stock grown exclusively in peat moss. This method retains the great danger of introducing new diseases and insects.

The A. A. N. believes that its market development and publicity program is making the public more conscious of plants and their many uses. This is being accomplished by issuing releases to newspapers and radio and television stations.

A 16-millimeter color and sound movie on home landscaping is being prepared by the A. A. N.

MRS. EDWARD HOULIHAN was in the hospital for two weeks recovering from injuries received in an automobile accident New Year's day. Her husband is associated with his father in Houlihan Nursery Co., Creve Coeur, Mo.

J. R. Boyd, President John T. Boyd, Vice-president  
H. B. Stubblefield, Supt.



**FOREST NURSERY Co.**

McMinnville, Tenn.

Established 1887

Long Distance Phone No. 234

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**SHRUBS, FOREST and SHADE TREES,  
EVERGREENS, VINES and CREEPERS**

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## PINK DOGWOOD WHITE DOGWOOD

1, 2 and 3-yr.-old.

Evergreens  
Broad-leaved Evergreens  
Shade Trees  
Flowering Crab Apples  
Flowering Shrubs  
Fruit Trees

Let us quote on your requirements.

**HAWKERSMITH & SONS NURSERY**  
TULLAHOMA, TENN.

## SPECIAL OFFER ON FLOWERING SHRUBS TREE SEEDLINGS—EVERGREENS—VINES COLLECTED

<b>Acer rubrum</b> (Red Maple)	Per 1000
12 to 30 ins., liners.....	\$17.50
<b>Willow Oak</b> ( <i>Quercus phellos</i> )	
12 to 24 ins.....	22.50
<b>Carpinus caroliniana</b> (Hornbeam)	
Understock, grafting grade...	24.00
<b>Hypericum densiflorum</b> , yellow	
8 to 18 ins., S.....	12.00
<b>Hydrangea</b> , native	
6 to 18 ins.....	14.00
<b>Sweet Gum</b> ( <i>Liquidambar</i> )	
8 to 18 ins., S.....	14.00
<b>Hall's Japanese Honeysuckle</b>	
12 to 18 ins., liners.....	9.00
<b>Ilex opaca</b> (American Holly)	
4 to 12 ins., S.....	16.50

See our other ad on page 61.

**O. H. PERRY NURSERY CO.**  
Box 545  
McMINNVILLE, TENN.



## Hold Landscape Conference

Over 300 landscape gardeners from Michigan and bordering states attended the landscape gardeners conference January 6 and 7 at Michigan State College, sponsored by the Michigan Landscape Conference and the college's department of horticulture.

The meeting was opened by Ernest Durrant, Grand Rapids, Mich., president of the Michigan Landscape Conference. The first day's meeting was devoted to the problems of proper lawn construction and maintenance. This subject was discussed by Drs. James S. Tyson and Carter M. Harrison, of the college staff.

Dr. Tyson emphasized the importance of good soil preparation, especially if the lawn is to be maintained by the homeowner. He indicated that sand and organic matter could be mixed into a clay soil to make it more friable. He stated that sludge and garbage compost might be used to supply organic matter to the soil if the price was low and if one did not object to the odor of sludge. He cautioned against the use of "muck and peat" as top soil, stating that they should be well mixed with the soil if they were to be useful in building up the soil structure.

### Three Times to Sow Lawn Seed

Dr. Harrison stated that there are three good times for sowing lawn seed. The best time in lower Michigan is from August 10 to September 1. During this period the soil can be worked and the seed sown prior to fall rains and low temperatures, which are desirable for the growth of grass. The next best time to sow is early November until freezing of the ground, the so-called "dormant seeding." Seeds sown at this time will remain dormant during the winter and germinate in the spring, resulting in a good growth prior to hot summer temperatures. The third best time, Dr. Harrison stated, is prior to May 1. He cautioned against summer sowing. The speaker declared that the amount of seeds to be sown was a question of distribution, but that two pounds to 1,000 square feet was more than enough to establish a good lawn. Watering should be thorough. He stated that it is a good practice not to water to induce germination, but once the seed has germinated, the lawn should not be allowed to dry out.

The afternoon program, under the chairmanship of John Emerson, was

a discussion of "Our Lawns Today," by men of the industry. Kenneth E. Goit spoke on soil aeration, after which Richard King, John Vaughn and Dr. Robert Schery joined Mr. Goit and Drs. Tyson and Harrison in a lively panel discussion on lawn practices. The panel answered many questions from the audience relative to soils, seed dormancy, summer construction of lawns, seeding rates, irrigation and the merits of Merion bluegrass. A film on Merion bluegrass was shown.

"Tulip Time in Holland," a presentation by Henry Vandenberg, of the Netherlands, climaxed the first day's meeting. The Michigan landscape men were surprised to learn that the entire operation on a 75-acre Dutch farm was done by manual labor. Members of the audience groaned when the film showed men

digging in trenches seven to eight feet deep to turn the soil up to ground level for a new planting.

The second day of the conference was opened by Dr. Donald Watson, who spoke briefly on the importance of ornamental horticulture and the program that was being developed at Michigan State College to serve the expanding ornamental horticulture industry.

### Trees and Electric Service

Dr. Watson introduced Robert J. Kelly, a representative of the Detroit Edison Co., who spoke on "Trees and Your Electric Service." Mr. Kelly discussed the problem from the point of view of maintaining electric services and the hazards that trees cause in the maintenance of the service. He recommended the use of smaller-growing trees in the proximity of electric lines and good maintenance of existing large trees. A booklet pertaining to this subject has been issued and copies may be

## SHRUBS

	Per 10	Per 100
<i>Althaea</i> , pink, purple, red, white, 2 to 3 ft. ....	\$4.50	\$40.00
3 to 4 ft. ....	5.50	50.00
<i>Buddleia Charming</i> , Crim- son King, Ile de France, 2-yr., No. 1. ....	3.50	30.00
<i>Coralberry</i> , Chenaulti, 2 to 3 ft. ....	3.50	30.00
3 to 4 ft. ....	5.00	45.00
<i>Crape Myrtle</i> , pink, red, white, 18 to 24 ins. ....	5.00	45.00
2 to 3 ft. ....	6.50	60.00
<i>Deutzia</i> <i>Pride of Rochester</i> and <i>Crenata</i> , 3 to 4 ft. ....	5.00	45.00
4 to 6 ft. ....	7.50	70.00
<i>Dogwood</i> , red-stemmed and gold-stemmed, 2 to 3 ft. ....	3.50	30.00
3 to 4 ft. ....	5.00	45.00
4 to 6 ft. ....	7.50	70.00
<i>Forsythia fortunei</i> , spectabilis, suspensa, viridissima 2 to 3 ft. ....	3.50	30.00
3 to 4 ft. ....	5.00	45.00
4 to 6 ft. ....	7.50	70.00
<i>Forsythia Spring Glory</i> , 2 to 3 ft. ....	4.50	40.00
3 to 4 ft. ....	6.00	55.00
4 to 5 ft. ....	7.00	65.00
<i>Hydrangea P. G.</i> , 2 to 3 ft. ....	5.50	50.00
3 to 4 ft. ....	7.50	70.00
<i>Mock Orange</i> , common 3 to 4 ft. ....	5.00	45.00
<i>Rosemary Willow</i> , 2 to 3 ft. ....	3.50	30.00
3 to 4 ft. ....	5.00	45.00
4 to 5 ft. ....	7.50	70.00
<i>Spiraea</i> , Korean, Reeves 2 to 3 ft. ....	4.50	40.00
3 to 4 ft. ....	6.00	55.00
<i>Spiraea vanhouttei</i> , 3 to 4 ft. ....	4.50	40.00
<i>Tamarix</i> , 2 to 3 ft. ....	5.00	45.00
3 to 4 ft. ....	7.00	65.00
4 to 5 ft. ....	8.00	75.00

**WAYNESBORO NURSERIES**  
WAYNESBORO, VIRGINIA

### DWARF BLUE-LEAVED ARCTIC WILLOW

(*Salix Purpurea* Nana)  
Beautiful, new hedging shrub for all northern localities. Will thrive in practically any type of soil. Has fine-cut, bluish leaf and makes spectacular low-to-medium hedges. Should have full sun to develop to maximum attractiveness. 9 to 12 ins., 1-yr. stock, \$12.00 per 100. \$100.00 per 1000.  
**BEARDSLEE NURSERY PERRY, O.**

## Extensive Growers of



**FRUIT TREES (also Dwarf)**  
**SMALL FRUITS • NUT TREES**  
**FLOWERING TREES**  
**SHADE TREES • SHRUBS**  
**EVERGREENS**  
**HEDGES • VINES**

All under irrigation. Large mechanical digger assures entire root system. New 95' x 160' cold storage, keeps stock in perfect condition. Visit our nursery and see the superior quality of our stock. Book orders now for Fall and Spring delivery.

Write for complete Wholesale Catalog with attractive prices

1955-OUR 60th YEAR  
**Ozark** SINCE 1895  
**NURSERY COMPANY**  
TAHLEQUAH, OKLAHOMA

Finest Quality  
**PERENNIALS and SHRUBS**  
Write for complete trade list.  
**KINGWOOD NURSERIES**  
MENTOR, O.

## SURPLUS STOCK

<i>Abelia grandiflora</i>	Per 100	Per 1000
(Glossy Abelia), field-grown		
4 to 6 ins., C.....	\$ 3.50	\$ 25.00
6 to 12 ins., C.....	5.00	40.00
12 to 18 ins., 2-yr., C....	8.50	75.00
18 to 24 ins., 2-yr., C....	11.00	100.00
2 to 3 ft., 2-yr., C.....	20.00	150.00

<i>Hydrangea paniculata grandiflora</i>	Per 100	Per 1000
(Peegee Hydrangea)		
4 to 6 ins., C.....	3.00	20.00
6 to 12 ins., C.....	4.50	35.00
12 to 18 ins., C.....	7.00	60.00
12 to 18 ins., 2-yr., C....	8.50	75.00
18 to 24 ins., 2-yr., C....	11.00	100.00
2 to 3 ft., 2-yr., C.....	20.00	150.00

<i>Spiraea vanhouttei</i>	Per 100	Per 1000
(Van Houtte Spiraea)		
4 to 6 ins., C.....	2.00	15.00
6 to 12 ins., C.....	3.50	25.00
9 to 12 ins., hedging....	5.00	40.00
12 to 18 ins., C.....	5.00	40.00
12 to 18 ins., hedging....	6.50	55.00
18 to 24 ins., 2-yr., well-br.	11.00	100.00
2 to 3 ft., 2-yr., well-br.	20.00	.....

<i>Cornus florida</i>	Per 100	Per 1000
(White-flowering Dogwood)		
12 to 18 ins., 2-yr., S....	4.00	30.00
18 to 24 ins., 2-yr., S....	5.00	40.00
2 to 3 ft., 2-yr., S.....	6.00	50.00
2 to 3 ft., well-br.....	35.00	.....
3 to 4 ft., well-br.....	60.00	.....

## NATIVE EVERGREENS

Collected stock	Per 100	Per 1000
<i>Rhododendron maximum</i> , <i>Kalmia latifolia</i> , <i>Ilex opaca</i> , <i>Tsuga canadensis</i>		
3 to 6 ins., S.....	\$2.50	\$20.00
6 to 9 ins., S.....	3.50	30.00
9 to 12 ins., S.....	5.50	50.00

**CUMBERLAND PLATEAU NURSERY**  
Rt. 1 CROSSVILLE, TENN.

## Broad-leaved Coniferous Evergreens

Fall planting pays off with good stands and added growth. Write for our complete Price List of Liners, strong, well established, in 2¼ and 2½-in. pots.

**T. G. OWEN & SON, INC.**  
Columbus Mississippi

## GROUND COVER

<i>Vinca Minor</i>	Per 1000
Made-up clumps, 10 to 20 leads..	\$10.00
Made-up clumps, 20 to 30 leads..	50.00
Made-up clumps, 30 to 40 leads..	80.00

**O. H. PERRY NURSERY CO.**  
Box 545  
McMINNVILLE, TENN.

obtained by writing to Mr. Kelly at the Detroit Edison Co., Detroit, Mich.

The conference was highlighted by an illustrated talk by Dr. Donald Wyman, ornamental horticulturist of the Arnold Arboretum. Dr. Wyman spoke on new plants for contemporary homes.

A warning against planting large-growing evergreens on small lots and encouragement for landscape planners to study the many different varieties of trees and shrubs available were given by Dr. Wyman. In the course of his talk he advocated the use of Chinese dogwood, European hawthorn, small maples, star magnolia and crab apples. As small attractive shrubs he urged the use of Japanese quince, boxwood, low-growing evergreens, holly, bayberry, primrose and low lilacs. English ivy, memorial rose, small barberry varieties and ornamental grasses were suggested for ground covers.

Dr. Wyman's illustrations brought out two significant points—one, the great part that the Arnold Arboretum has played in the introduction of new plants into American gardens, and two, the fact that as a society grows older, it tends to become more conscious of its cultural heritage, as is evidenced by the use of choice plant materials in the gardens of England and the eastern part of this country.

## Lighting for Gardens

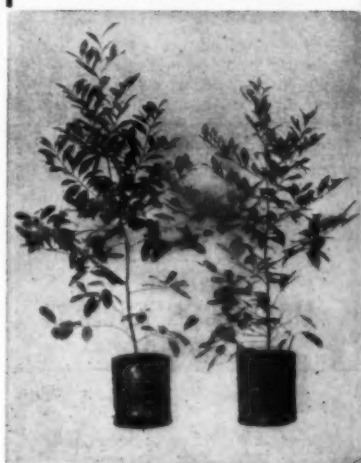
Outdoor lighting for contemporary gardens was effectively demonstrated by Mary Taepke, lighting consultant for the Detroit Edison Co.

In the course of her demonstration inexpensive lighting units were incorporated into various situations encountered in the average outdoor living area. Among the lighting units in the display were floodlights that had interchangeable color lenses and lighting units in the shape of tulips for lighting walks and pathways. Miss Taepke indicated that with the expenditure of a few dollars for some well-placed garden lights a homeowner could obtain considerably more use from the garden areas about his home by extending their functional period into the evening hours, when most members of the family are home.

Speaking from a park expert's point of view, Carroll L. Porter, construction supervisor for the Wayne county road commission, department of parks and forestry, told of the principles of landscape construction. He discussed briefly the importance and use of topographi-

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Less 20% and Less 10%



- 1 gallon 24-in. size plants 50c F.O.B. Scottsville.
- 20% quantity discounts for purchase and delivery of 1000 plants at one time.
- 10% discount for cash pay.
- 5c per plant higher in Dallas.

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SCOTTSVILLE 12140 HARRY HINES BLVD.  
TEXAS • DALLAS, TEXAS

Your Profits Grow in Verhalen Plants

## SASANQUA CAMELLIAS

are fast gaining popularity. They are being planted everywhere in the southeast and as far north as Washington, D. C.

Don't let the boat leave you! Have a variety ready to sell. The demand will be greater each season. We have all sizes ready:

6 ft., specimen plants, B&B.	\$4.00 to \$6.00
(These will be in bloom in about 3 weeks.)	
3 to 4 ft., B&B, some buds.....	2.25
18 to 24 ins., field-grown.....	1.50
18 ins., well br., T.....	.50
8 to 12 ins., liners, T.....	.20
6 to 8 ins., liners, T.....	.12
R.C. ....	.10

**EAST COAST FLOWER FARMS**  
PINK HILL, N. C.

## PARISH PERFECT STRAWBERRY

(pat. applied for)

This new, all-red, coreless, June-bearing plant was first offered for sale in the spring of 1954. Quantities of plants are available for spring delivery.

Spring prices: **\$12.80** per 100, post-paid. 45% off list to dealers.

Write for literature and inquire about a dealership for your area.

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MOUNDVIEW NURSERY**  
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Don't miss this offer! You can't lose! We guarantee satisfaction. You get 1000 trees, shrubs and evergreens—all good stock. We will mention a few of the items you will get in this bundle.

Weeping Willow, 4 to 5 ft.  
Sugar Maple, 4 to 5 ft.  
Mock Orange, 2 to 3 ft.  
Cornus Florida, 6 to 12 ins.


You will get 16 different items in all. Order as many as you like now while they last.

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## WE SPECIALIZE IN FINE AZALEAS and Camellias

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**FLOWERWOOD NURSERY**

GREGORY L. SMITH, Owner  
Rt. 1, Box 130 MOBILE, ALA.



## AZALEAS

Broad-leaved Evergreens and a general line of quality ornamentals.

**THE TANKARD NURSERIES**  
EXMORE, VA.

## WANTED

Prospective buyers to consider our offerings in the classified columns of this and future issues.

**TARHEELIAN NURSERIES**  
LENOIR, N. C.

cal and property line surveys. He discussed the use that the park department makes of plans both in the design of a park and in the construction of the area with respect to roads and walks, drainage, parking, buildings, plantings, etc.

The conference was brought to a close with the showing of the film "Rosarama," produced by the Mount Arbor Nurseries, Shenandoah, Ia., which was based on the many intricate details of rose production.

The program was planned by the educational committee of the Michigan Landscape Conference under the chairmanship of John Emerson. The meetings were held in the auditorium of the Kellogg Center, a building devoted to the continuing education of the people of Michigan.

## MAIL-ORDER MEN PLAN

[Continued from page 8]

final hearing, to be held at Washington, D. C., probably about the middle of February. Vice-President John Kelly urged that a large attendance of nurserymen be present at the Washington hearing, so as to indicate the interest in the projected rules and to see that they are as closely as possible what the industry as a whole desires.

Concluding the meeting, Eldon Burgess, Galesburg, Mich., who served for six years, from 1934 to 1940, as the first president of the National Mail Order Nurserymen's Association, recalled that the child this year had reached its majority, and the occasion was recognized by honoring B. W. Keith, Sawyer, Mich., by the presentation of a gold wrist watch for his guidance of the infant organization through its first 14 years, as secretary-treasurer. Mr. Keith acknowledged the participation and aid of the other 13 charter members of the organization and of the 13 presidents of the organization who have served during its 21 years. He gave credit also to Mrs. Keith, who was present and responded to the applause.

Jim Scarff, New Carlisle, O., spoke more effort on the membership committee, of which he is chairman, during the ensuing year. Robert J. Bauge, Shenandoah, Ia., asked approval of some of his policies as secretary-treasurer, which were thoroughly endorsed.

Final remarks were heard from a member of the association, J. B. Baker, Jr., as the current president of the American Association of Nurserymen.

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Currants

Berry Plants

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## STRAWBERRY PLANTS

	Per 1000
Albritton	\$11.00
Armora	10.00
Arrowhead	10.00
Blakemore	8.50
Dunlap	7.50
Empire	12.00
Fairland	11.00
Premier	12.00
Robinson	8.00
Tennessee Beauty	11.00

**DOLLAR NURSERY**  
BLOOMFIELD, IA.

## SMALL FRUIT PLANTS and VEGETABLE ROOTS

We grow for the wholesale trade only.

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BRIDGMAN, MICH.



Azaleas, Camellias  
and Magnolias  
our  
specialties.

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- Abelia Grandiflora
  - Hybrid Rugosa Roses
  - Nurserymen's Supplies
  - Liners—complete list.
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**CHASE NURSERY CO.** CHASE, ALA.



## SEMME'S NURSERIES

AZALEAS - CAMELLIAS  
and other choice evergreens

Wholesale Catalog SEMMES, ALA.

## MORNING STAR NURSERY

Rives, Tennessee

Wholesale Growers

Evergreens, Trees

Deciduous Shrubs, Roses

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**KELLY BROS. NURSERIES, INC.**

Our 75th Year

**FRUIT TREE HEADQUARTERS**

Good fruit trees are scarce. It will pay you to cover on your requirements now. Following list available for immediate shipment.

<b>APPLES, STANDARD</b>				<b>DWARF PEARS</b>			
All 2-yr.	1-in. cal.	11/16-in. cal.	9/16 to 11/16- 7/16 to 9/16-	All 2-yr.	11/16-in. cal. and up	9/16 to 11/16- 7/16 to 9/16-	11/16 to 9/16-
Per 10	\$ 9.50	\$ 7.00	\$ 5.00	Per 10	\$ 11.00	\$ 9.00	\$ 7.50
Per 100	80.00	65.00	55.00	Per 100	100.00	85.00	70.00
Baldwin	100	200	100	Bartlett	211	109	107
Cortland	100	200	100	Clapp's Favorite	111	59	107
Dolgo Crab Apple	100	100	100	Duchess	211	109	57
Galla Beauty	100	100	100	Seckel	211	109	57
Lodi	100	200	100	<b>SWEET CHERRIES</b>			
Melba	50	100	100	Mostly branched,			
Northern Spy	100	200	100	all 1-yr.			
Red Astrachan	50	100	100	11/16-in. 9/16 to 11/16- 7/16 to 9/16- 5/16 to 7/16-	cal. and up	in. cal.	in. cal.
Red Gravenstein	50	100	100	Per 10	\$10.00	\$ 9.50	\$ 8.50
Red Rome Beauty	300	300	200	Per 100	90.00	85.00	75.00
Red Spy	300	300	200	Black Tatarian	500	300	200
Rome Beauty	100	100	100	Napoleon	200	100	100
Stayman	100	100	100	Schmidt	200	300	200
Sweet Delicious	100	100	109	Windsor	500	300	200
Twenty Ounce	100	100	100	<b>PEACHES</b>			
Yellow	200	200	100	All 1-yr.			
Transparent	200	200	100	Per 10	\$ 7.00	\$ 6.00	\$ 4.50
<b>APRICOTS AND QUINCE</b>				Per 100	65.00	55.00	\$ 3.50
11/16-in. cal.	9/16-in. cal.	7/16 to 9/16-	in. cal.	Elberta	200	200	300
Per 10	\$ 11.00	\$ 9.00	\$ 7.00	Fairhaven	300	300	200
Per 100	100.00	85.00	65.00	Golden Jubilee	150	100	200
Early Golden Apricot	100	100	100	Halehaven	100	200	300
Moorpark Apricot	100	100	100	Redhaven	150	200	100
Orange Quince	200	100	100	Valiant	100	300	200
<b>SOUR CHERRIES</b>				Veteran	100	100	100
1-in. cal.	11/16-in. cal.	9/16 to 11/16- 7/16 to 9/16-	in. cal.	<b>PLUMS</b>			
All 2-yr.	cal.	11/16-in. cal.	9/16 to 11/16- 7/16 to 9/16-	All 2-yr.			
Per 10	\$ 11.00	\$ 9.00	\$ 7.00	Per 10	\$ 9.00	\$ 8.00	\$ 7.00
Per 100	100.00	85.00	75.00	Per 100	85.00	75.00	65.00
English Morello	200	200	100	Abundance	100	200	200
Montmorency	100	100	100	Bradshaw	200	200	200
<b>PEARS</b>				Burbank	100	200	200
1-in. cal.	11/16-in. cal.	9/16 to 11/16- 7/16 to 9/16-	in. cal.	Fellenberg	100	200	200
All 2-yr.	cal.	11/16-in. cal.	9/16 to 11/16- 7/16 to 9/16-	Lombard	100	200	200
Per 10	\$10.00	\$ 8.00	\$ 7.00	Monarch	100	200	200
Per 100	90.00	75.00	65.00	<b>PRUNUS NEWPORT</b>			
Anjou	100	200	100	Each per 10 Each per 100			
Bartlett	100	300	200	200 5 to 6 ft.	\$1.25	\$1.15	
B. Bosc	300	200	100	200 4 to 5 ft.	1.00	.85	
Clapp's Favorite	200	300	200	300 2 to 4 ft.	.80	.75	
Duchess	50	150	100	400 2 to 3 ft.	.80	.75	
Flemish Beauty	200	300	200	400 18 to 24 ins.	.60	.50	
Gorham	30	150	100	<b>WISCONSIN WEEPING WILLOW</b>			
Lincoln	200	200	100	200 5 to 6 ft.	1.00	.85	
Seckel	100	300	200	200 6 to 8 ft.	1.25	1.10	
Sheldon	50	100	50	300 8 to 10 ft.	1.50	1.25	
Tyson	75	100	50	Send complete list of fruit tree wants for prices. We have limited quantities available in many of the other standard varieties. Ask for our latest complete wholesale list.			

Phone: Dansville 764-765

Est. 1880

DANSVILLE, N. Y.

**N. L. N. A. DEBATES  
SALESYARDS**

(Continued from page 8)

ing out the work, as well as on the materials used. The landscape service, according to his ideal, could not operate on a low overhead, such as the salesyard must necessarily do.

The result, declared Mr. Dodge, was that one type of business prevails over the other. In some cases the sales grounds are dropped, so that operations are confined to landscape service. But in more cases, at least in his part of the country, the landscape work has been discontinued because the owner has placed the emphasis of his operations upon sales ground merchandising.

The opposite view of the combination was presented by Harold J. Parnham, of Robinson & Parnham, Des Moines, Ia. For a number of years his firm was operated as a combination of the landscape service provided by his professional partner, until his recent death, and of the landscape planting department which the speaker himself directed. In recent years a salesyard has been added, which now accounts for more than one third of the total volume of business, the landscape planting being slightly more than one third and the professional de-

**The Homestead Nurseries**  
H.G. Benckhuysen. Boskoop. Holland

Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

**SEEDS**

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Write for catalog.

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SANDWICH, MASS.

**THE FRIENDLY EVERGREENS**, by L. L. Kumlien. Planting propagation, culture, digging and transplanting. 237 p. 500 illus., 82 in color. \$10.00, postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

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Concord, Delaware and Niagara  
State Inspected  
Wire-bound, 100 per bunch.  
\$6.00 per 1000

Cash or C.O.D. Order at once. Start cutting December 1.  
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PAW PAW, MICH.

**CERTIFIED BLUEBERRY PLANTS**

Per 100 Per 1000  
1-yr., rooted cuttings... \$ 8.00 \$ 70.00  
6 to 12-in. plants ..... 15.00 135.00  
F.O.B. 15 Varieties

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Box 14 CHATSWORTH, N. J.

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**SMALL FRUIT PLANTS**

Let us quote on your requirements.

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Bridgman, Michigan

## TREE SEEDS

	1/4 Lb.	Lb.
Balsam Fir .....	\$1.50	\$ 5.00
Concolor Fir (80% cut)...	1.60	5.25
Norway Spruce .....	1.10	3.25
White Spruce, imported...	1.30	4.00
Colo. Blue Spruce, forest run .....	2.35	8.00
Colo. Blue Spruce, select blue .....	2.65	9.00
Austrian Pine (certified Austrian Alps) .....	1.25	3.75
Red Pine (resinosa) .....	4.00	12.50
White Pine .....	1.50	5.00
Scotch Pine, Riga .....	3.50	11.00
Scotch Pine, Denmark .....	1.50	5.00
Scotch Pine, Race Noble d'Auvergne (recommended to hold green color) .....	1.40	4.75
American Arborvitae .....	1.50	5.00
Japanese Yew .....	.80	2.50

We pay postage on cash orders of \$10.00 or more, east of the Rocky Mts. No packing charge. Half pounds figured at pound rate. Delivery before spring planting time.

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4 year old, heavy foliage, bare rooted, two feet plants. Prepared to bloom Jan.-

Feb. Clusters of Orange Red flowers.

**3 for \$5.75 10 for \$18.75**

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DEPT. 31 ROSLYN HEIGHTS, N. Y.

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Growers of choice Nursery Stock.

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partment accounting for little more than one quarter.

He explained that contrast in prices for different sizes of materials was retained in landscape planting, as well as in the salesyard, by making the planting charge on the basis of a labor unit, and not on a percentage of the plant prices. Moreover, a slight advance in planting rates on smaller jobs was found a means of inducing more customers of the salesyard to plant the material they bought.

Injecting a good deal of humor into his discussion, Mr. Parnham pointed out the methods employed to operate the different branches of the business concurrently and without interference. As a matter of fact, he thought there was a constant recruiting of customers by one department from another. The only persons who were dissatisfied with the operations, he described entertainingly, were the recent graduates of landscape architects' schools, who felt they had demeaned themselves in working for a firm embracing operations so far from the professional type as a salesyard.

### Current Problems

William H. Mast, Mast Nursery, Davenport, Ia., led a discussion period on "What's Your Problem?" Various topics were touched upon briefly, including the advisability of a carrying charge on past-due retail accounts and also the varying forms of advertising. Some in the audience found newspapers quite profitable, others not productive in their communities. Radio and TV had no advocates. Talks before garden clubs and other civic or social groups were reported to be exceedingly advantageous in bringing in new customers. Syndicated mailing material, N. L. N. A. booklets and letters directed to new homeowners were considered of the best.

### Official Business

The meeting was opened with some historical and welcoming remarks by Dan Gardiner, Boone Gardiner Nurseries, Louisville, Ky., president of the association, whose skill as a presiding officer was apparent. In preparation for the election of regional directors and officers at the annual meeting in July, he appointed a nominating committee consisting of Louis Hillemeyer, Lexington, Ky.; Frank Styer, Concordville, Pa.; and Ray Hartman, San Jose, Calif.

Homer K. Dodge reported as chairman of the educational committee, indicating the gains which

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French Apple Seedlings, Str. and Br.  
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Angers Rooted Quince Cuttings  
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WONDER COLLECTION: One  
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\$5.00 per 100, \$45.00 per 1000.

CANADIAN SPECIAL: More  
durable kinds, 20 varieties.

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SUPER SELECTION: Largest from  
the shipping flats.

\$10.00 per 100, \$90.00 per 1000.

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## CHINESE CHESTNUT TREES

Seedlings only of the Peter Lui strain.  
A surplus of small sizes due to drought  
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evergreens. Wide assortment, including  
Ilex, Magnolia, Camellias, Pyracantha.  
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Top size ..... \$17.50 \$150.00  
Medium grade ..... 12.00 100.00  
Well-rooted cuttings ..... 5.00 45.00

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had been made in the curricula of some institutions in the past year or two and foreshadowing renewed activity by the committee in the ensuing year. He referred to a questionnaire recently mailed to members and urged that they be filled and returned promptly.

In conclusion, Secretary Lloyd Platt spoke about the advantages of a larger membership in N. L. N. A. and urged those present to seek eligible recruits in their own states. He called attention to the several useful and attractive booklets available to members for distribution to customers and prospects and solicited orders. He introduced his secretary, Mrs. Marjorie Clark, who has been a valued aid in handling the increased activities of the secretary's office.

The Sunday afternoon session was presumed to be highly popular, preceding the opening of the Illinois state convention, because the meeting room was so crowded that doors in the rear of the presiding officers were opened to accommodate an overflow in an adjoining room. Total attendance was well over 100, and the lengthy session was replete with information.

Walter T. Christianson, Fargo, N. D., vice-president of N. L. N. A., was detained at home because he underwent an exploratory operation December 31.

#### SWIM, WEEKS START FIRM

Herbert C. Swim and O. L. Weeks announce the formation of a plant breeding enterprise, Swim & Weeks, 4759 Philadelphia street, Chino, Calif.

Swim & Weeks will be principally engaged, at first, in the production of new rose varieties by hybridization, but expect also to do breeding work with other plants. Mr. Weeks is the owner and operator of Weeks Wholesale Rose Grower, Ontario, Calif. Mr. Swim, for many years employed as a plant breeder by the Armstrong Nurseries, Ontario, Calif., is known for his origination of many new rose and fruit varieties. Among his better known creations are the rose varieties Sutter's Gold, Helen Traubel, Mojave and Forty-Niner, and such fruit varieties as Springtime peach, Panamint and Silverlode nectarines.

THE new name of the Landscape Service Co., Framingham Center, Mass., owned by Homer K. Dodge and Frank A. Nanatovich, is the Framingham Landscape Co.



#### Sell more specimen plants!

Use our California redwood Patio Planters as "showcases" for your high-profit specimen plants. Customers can't resist plant or Planter. Result—double profits!

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Combination carlots for eastern  
distributing points during ship-  
ping season.

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FRUIT TREE SEEDLINGS  
FLOWERING ORNAMENTAL TREES  
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Constant Vigilance Results  
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Combination carloads to eastern  
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Order Now.

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1-yr. grafts.

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### WE SPECIALIZE IN LARGE TREES

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Transplants grown in open field beds  
in sandy soil with peat added.  
4 to 8 in. \$14.00 per 100  
Write for catalog listing over 325  
varieties of liners.

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### FRENCH PUSSY WILLOW

(Salix Discolor Selection)  
Beautiful February-flowering strain. Catkin sheath  
is a rich mahogany-red with attractive large  
silvery-pink catkins when mature.  
Root and top pruned liners, \$12.00 per 100;  
\$100.00 per 1000.  
15 to 18 in., \$25.00 per 100; \$200.00 per 1000.  
BEARDSLEE NURSERY PERRY, O.





## CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary  
304 MITAU BUILDING SACRAMENTO 14, CALIF.

### CAMELLIA SHOW

Adding new beauty to a show long accepted as one of southern California's outstanding spectacles by the inclusion of azaleas for the first time, the Los Angeles chapter of the California Association of Nurserymen will open its annual camellia show Friday, February 11, for a 2-day stand.

Re-established as a public event, the combined camellia-azalea festival is to be set up in the modernistic Terrace room of the world-famous Huntington-Sheraton hotel, in Pasadena's plush Oak Knoll district. Selection of this well-known site by the show committee headed by Charles Crum, general manager of Rosedale's Nurseries, Monrovia, was based on the ample parking facilities, ease of entry and exit and the beautiful surroundings offered by the renowned hostelry.

The Terrace room is in a building north of the hotel amid the lush plantings of the adjoining gardens. Chapter officers believe that the magnificent setting is certain to enhance the entire event.

According to present plans, the show will be open to the public at 10 a. m. Friday and will continue to 10 p. m. Saturday's hours are expected to be from 10 a. m. to 5 p. m. No admission will be charged.

Friday evening, the chapter will hold its camellia banquet in the spacious dining room of the Huntington-Sheraton, with a program arranged by President O. L. Weeks, Weeks Wholesale Roses, Ontario, and Vice-President Lynn Mossholder, Mossholder Nursery, La Habra.

Since most of the camellia growers also produce azaleas and progress in forcing practices has resulted in earlier blooms, the inclusion of these spectacular flowering evergreens to the annual February exhibit is expected to become a permanent feature, particularly in view of the fact that so far, no public azalea show has ever been held in the area. Foliage plant growers have been invited to supply some specimens for background effects.

Among the exhibitors this year will be two of southern California's world-famed garden showplaces, the

Huntington Botanic Gardens, San Marino, and Los Angeles county's new park, Descanso Gardens, at La Canada. Both have outstanding collections of camellias. These gardens are directed by Howard Asper and John Therlkeld, respectively. Another noncommercial exhibitor will be the California State Polytechnic Institute, San Dimas branch, headed by Jolly Batchellor.

A number of southern California members of the C. A. N. have been invited to display, and distributors of supplies allied with camellia and azalea growing are expected to exhibit as space permits.

Ed. McNeill

### PENINSULA CHAPTER MEETS

The January meeting of the Peninsula chapter, California Association of Nurserymen, was held at the Old Plantation, Los Altos, with William E. Schmidt, Schmidt Nursery, Palo Alto, presiding.

In his report of the board of directors' meeting, Secretary John Coulter, Coulter's Nursery, San Carlos, told that the Peninsula chapter will cooperate 100 per cent with Gov. Goodwin J. Knight's proclamation of "Plant a Tree Week," the first week in March.

Peninsula nurserymen may soon have the opportunity to meet Mr. Davies, Duncan & Davies, noted New Zealand nursery firm. An attempt will be made to have Mr. Davies present at a chapter meeting, if his schedule permits, Mr. Coulter reported.

Maunsell Van Rensselaer led the plant discussion, and the following varieties were displayed: *Pinus patula*, *Jasminum primulinum* and

## NEW

### Ready to Bloom This Spring

Gardeners are continually searching for something new or different. Be ready to offer them new

### Flowering Quinces

in beautiful pastel and deeper shades.

Gallon (flowering size), 65c

Bicolor, Orange, Pink, Red, White

ALSO

### Field-grown, bare-root Quinces

Novelties—named varieties

2 to 3 ft., bushy, ..... \$1.40

1½ to 2 ft., bushy, ..... 1.10

Selected List—named varieties

2 to 3 ft., bushy, ..... \$1.10

1½ to 2 ft., bushy, ..... .90

For varieties and descriptions see our Wholesale Catalog No. 5455 dated June 1, 1954.



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SAN JOSE 3, CALIF.

Finest Quality

**CAMELLIAS — ROSES  
RETICULATAS — HOLLY**  
(Northern California Grown Roses)

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### EVERGREEN LINERS

Rhododendrons Camellias

Azaleas Andromeda Conifers

Send for List

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TROUTDALE, ORE.

Melianthus major, by John Coulter; Osmanthus ilicifolius variegatus, Ilex ferox and I. convexa bullata, by Ralph Davey, the Flower Garden, Palto Alto; pictures of the new All-America flowers, by George Furuchi, Los Altos Nursery, Los Altos; Stenocarpus sinuatus, Aristotelia racemosa, Drimys winteri and Chimonanthus praecox, by Ray Burr, W. B. Clarke & Co., San Jose.

"How to Sell Roses" was the topic of a discussion by Clyde Stocking, Stocking's Rose Nursery, San Jose. He stated that a good rose salesman who could service customers efficiently must know the local requirements, colors, variety heights and the fundamentals of good care.

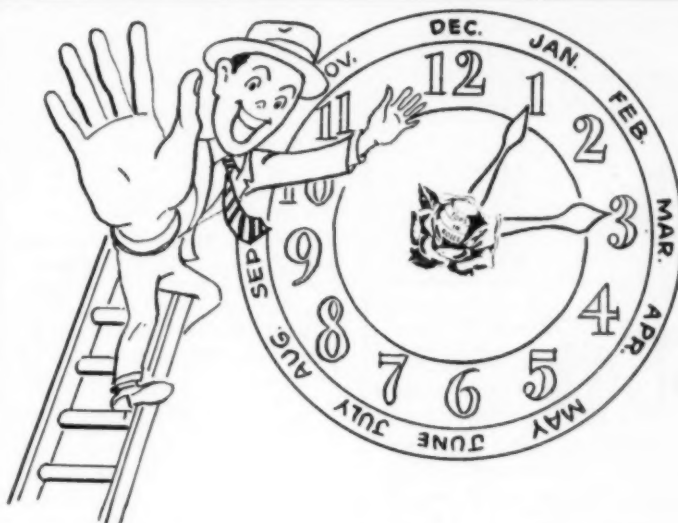
Charles Burr, California Garden Supply Co., Belmont, spoke on "How to Sell Fruit Trees." He explained that many nurserymen take a negative attitude toward home orchard fruits because of the customer's small-size lot and consequent minimum demand. The nurseryman can still maintain a high unit sale by selling combination fruit trees, dwarf combination trees, dwarf trees of a single variety and espaliered trees, all suitable for backyards of limited size. Mr. Burr stated further that a new fruit tree merchandising plan has recently been promoted, with three regular home orchard fruit trees planted in the same 18-inch hole. This permits the homeowner to have a variation in ripening dates and solves pollination problems, while the nurseryman sells three trees instead of one.

Introduced at the meeting were Itsuo Uenaka, Cupertino Nursery, Cupertino; John Rodgers, Schwabacher-Frey Co., San Francisco; Alphonse Blinn, Blinn's Nursery, Los Altos; new member Tom Kawakami, East Side Nursery, Palo Alto; Frank Turner, C. M. Volkman & Co., San Francisco, and Mr. and Mrs. Gilligan, Saratoga Camellia Nursery, Saratoga.

**CONSTRUCTION** has been started on a building to house the Tustin Nursery, Tustin, Calif. Partners Floyd F. Angelo and James M. Bartholemew will operate the new business.

**H. PLATH & SONS**, San Francisco, Calif., have completed two 35x120-foot greenhouses, which will be used for the growing of tropical plants.

**SOUTHERN NURSERY**, Oklahoma City, Okla., has opened a new garden shop at 3906 Shields boulevard.



## THERE IS STILL TIME TO ORDER



**BUSHES — CLIMBERS — TREE ROSES**  
**SHIPPING NOW TO EARLY MARCH**  
**POOL CARS—JANUARY and FEBRUARY**  
**ALL INQUIRIES PROMPTLY ACKNOWLEDGED.**

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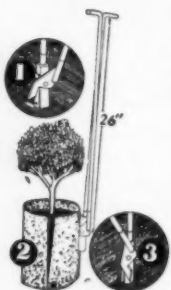
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**REDHEAD CAN SHEAR**  
It cuts **ALL** cans



- **CLEANLY**
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- It's **ALL-steel**, zinc-plated.
- Its blade is heat-treated Carbon Spring.
- Its face plate is reversible, hardened.
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Nursery Prices:  
1 or 2—Each \$6.75  
3 for \$17.50—6 for \$30.36  
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F.O.B. Berkeley, Calif.  
Pkg. wt. ea. unit 4 1/4 lbs.  
The Redhead has been limited!

Look for this  
"Handy-Man" label   
It guarantees  
the **REDHEAD** only!  
(We don't repair the imitations.)

Be sure of getting the Genuine  
— Buy Ayer-Line from our  
authorized jobbers. Write for  
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— he can save you freight and  
time.

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Featuring a complete list of Hybrid Teas, Climbers and Floribundas, including the newest and finest A.A.R.S. Award Winners.

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SEND FOR OUR NEW 1954-55  
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ROSE HANGER, IN COLORS,  
AVAILABLE ON REQUEST.

### RHODODENDRON AND AZALEA LINERS

Quality only.

#### VAN VEEN NURSERY

3127 S. E. 43rd. Ave. PORTLAND 6, ORE.

### NEW PUSSY WILLOW SILVER CLAW

(Mutabilis Selection)

Excellent low-growing, extremely early-flowering variety. Catkins are long and slightly curved around stem when fully developed. Ideal florists' variety.

\$1.00 each.

BEARDSLEE NURSERY PERRY, O.

### NORTH CAROLINA COURSE

[Continued from page 16]

not out of line but actually a small payment for a high-grade service.

#### Better Business Methods

The next speaker, Dr. W. T. Ferrer, agricultural economist, Clemson College, spoke on "Better Business Methods for Nurserymen." He opened by stating that a nurseryman "had to stay in business." By this he inferred that it may be necessary for a nurseryman to take on a side line such as the sale of fertilizers, insecticides, garden tools, etc., to make a year-round income possible.

Good business methods are essential to a good annual income, and he stressed records, inventory, up-to-date mailing lists, advertising, good credit, a good salesyard and the best quality plants as means toward this end. The salesyard should be attractive and well arranged, with the plants properly tagged and priced. The amount of the markup on the plants in the salesyard should depend upon the turnover, as the faster the turnover the lower the price. This method helps retain business lost to other types of businesses that sell plants. Annual inventory is essential in ascertaining the turnover.

He emphasized the fact that, even though more money is being made on less acreage than previously, the grower still does not receive more than 35 per cent for his efforts; he must cut all corners possible to increase that figure.

The first speaker after lunch was Jack Gartner, ornamental horticulturist of North Carolina State College, who spoke on mist propagation. He said many facts have been ascertained about the benefits of mist propagation over a period of years but some phases are still in the experimental stage. In mist propagation 1.35, 1.50 or 1.75 oil nozzles with normal pressure (40 pounds), spaced about four feet apart, may be used. Cuttings may be made a month earlier, thereby providing for earlier rooting and taking advantage of the warm weather. No shade is needed and plants receive more light and air. Even with the misting, however, the plants should be watered once weekly. With all this water no damping-off has been noted, a result of a perfect mixture of air and water.

#### Water Plants Equally

The beds should be well aerated and have good drainage. The best media include sterilized coarse sand, vermiculite, peat moss, perlite, etc.,

## MAHONIA AQUIFOLIUM

(Oregon-Washington Holly-Grape)

A very beautiful evergreen shrub with large, glossy leaves and yellow flowers conspicuously appearing in the spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

1-yr. seedlings, field-grown, row-run  
\$35.00 per 1000; \$5.00 per 100.

TRANSPLANTS: Mahonia Aquifolium 1-yr. transplants (undercut to insure a good root system).

\$15.00 per 100

TERMS—Check is requested before shipment, or will ship C.O.D. if preferred. All orders shipped same day they are dug, via railway express.

SORRY, NO PARCEL POST.

Place your order now for spring, 1955, delivery.

**CHENOWETH'S**  
**MOUNT VERNON NURSERY**  
MOUNT VERNON, WASH.

### RICH & SONS NURSERY

Offers

#### SHADE TREES

Green Ash  
Cutleaf Birch  
White Birch (European)  
Chinese Elm  
Paul's Scarlet Hawthorn  
Honey Locust  
Red Maple  
Silver Maple  
Russian Mulberry  
Flowering Plum  
Poplars  
Willows

#### Azalea Mollis

Prunus Besseyi, bushy, 2 and 3-yr. plants

#### ROSES

Many other items.

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and these should be used expertly for best results. Regardless of the size of the beds the nozzles must be placed so as to water all plants as nearly equally as possible. This is difficult and makes the weekly supplemental watering necessary. Vents have to be open in the summer, but not in winter. Bottom heat in winter is important as it will speed up the rooting process.

When cuttings are made, a rough cut is best. Fast handling of the wood from clipping to the rooting bed, retaining as much of the natural moisture as possible, has led to better results. Cuttings should be dipped in water at 110 degrees Fahrenheit, not cold water. The more leaves left on the cuttings the better. Cuttings should be placed in the beds one inch to two inches deep.

The second speaker, Arthur Coutu, agriculture economist of North Carolina State College, spoke of "The Future of the Nursery Industry in North Carolina." He was optimistic about the outlook, observing that North Carolina income per capita was higher than the national average. There has been a large increase in population and he felt that by 1965 there would be a 30 per cent increase in national income. He estimated a 20 per cent increase in building would occur between 1950 and 1975. He figured that more people making more money in fewer working hours would benefit the nursery industry by providing more leisure time for the workingman. Higher incomes lead to better living conditions and make people more conscious of the beautification factor, improving the nurseryman's sales potential.

A panel discussion entitled "Stump the Experts" was next on the agenda. The panel members consisted of state college extension experts and prominent nurserymen. A number of topics of interest to nurserymen were discussed in detail.

After adjournment of the afternoon session, preparations were made for the banquet, which was held at 7 p. m. at the College Union. There were about 75 present, and this gathering was greatly enhanced by the presence of a number of wives. Color movies of the summer tour were shown and greatly enjoyed by all.

#### Cover Crop Pros and Cons

Glenn Gilmore, Jr., was moderator for the second day. The program opened with "The Pros and Cons of Cover Crops for the Nursery," with E. R. Collins, extension agronomist, as the speaker. His thoughts on cover crops were interesting in that the

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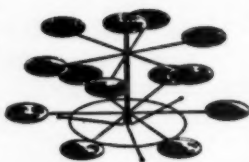
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cons outnumbered the pros. Some of his observations were:

1. Little organic matter can be added to the soil over a period of years by turning under the cover crops. 2. It is difficult to keep nitrogen from leaching from the soil. It is cheaper to apply it directly than by plowing under legumes. 3. As far as the physical make-up of the soil is concerned, the plowing under makes the soil too loose, causing it to dry out quicker.

4. Cover crops use water whereas mulches conserve water. 5. There is not so much erosion in winter as in summer when there is no cover crop. 6. It is felt that many insects live over the winter on cover crops, later to damage the summer crop. 7. There are more nematodes where a heavy cover crop has been turned under.

The only advantages of a cover crop, according to Mr. Collins, are that certain types of land definitely need them and that some cover crops are valuable in certain types of farming. Correct practices should be ascertained through the county agent.

### Concentrated Row Crop Operations

J. S. Howard, Laurel Lake Nursery, Salemburg, N. C., then took the rostrum for a talk on concentrated row crop operations. His first remarks concerned irrigation. He has an unlimited supply of water from a 23-acre lake. With adequate water his nursery operation is divided into three parts: 1. A slat house, in which he has his liners. 2. The open field, where hollies and sasanquas grow. 3. A pine-sheltered area, where camellias and azaleas flourish.

The advantages of this system are more plants to the acre and full use of irrigation. Peat moss is mixed with the soil, which absorbs the water for future use. This keeps the roots of the plants cool, reduces the cost of digging, makes the balls lighter and retains moisture inside the ball after digging. Plants can be grown out in a much shorter period of time. The system reduces machine costs and makes better use of fertilizer.

Mr. Howard claims the investment return on peat moss is high and he thinks it far superior to all other materials tried. He figures peat moss lasts four years in a given area. He uses a pine straw or plane chip mulch for topping, claiming this conserves moisture, keeps the plants cool and controls grass. In five years of business he has been most successful, now cultivating 13 acres. He has as many as 43,000 plants in one acre.

"The Open-Type Nursery Opera-

tion" was explained by Dudley Robbins, Robbins Nursery & Bulb Farm, Burgaw, N. C. This nursery is only 50 miles from the Laurel Lake Nursery previously mentioned, but utilizes an entirely different procedure successfully. Mr. Robbins' reason for using the open-type operation is that his soil necessitates that procedure. His soil retains sufficient water without irrigation. Even in driest weather he has plenty of water. He has to ridge his plants to prevent scalding. He figures machinery is cheaper than handwork and uses a high clearance tractor for plowing as well as for spraying and fertilizing. He also uses a machine planter and cultivates approximately 15 acres by this method.

The disadvantages he lists are the machinery investment; damage to plants by machinery, and lack of color by camellias and azaleas of concentrated plants grown under protection, although the improved root system compensates for this. In severely dry weather the plants do not receive all the available fertilizer, as it is not broken down.

A short business session followed. The new officers' names were submitted to the assembly by a committee and were duly elected. They are as follows: President, R. A. Fowler, Fowler Nursery, Raleigh, N. C.; vice-president, Bob Gibson, Nettlewood Nursery, Asheville, N. C.; secretary-treasurer, Ralph Shannon, Clarendon Gardens, Pinchurst, N. C.

In the extension department of North Carolina State College one extra man in ornamental horticulture research will be installed and the horticulture department is asking for one man for extension work in ornamentals alone. The horticultural exhibit at the state fair in Raleigh was so successful that it was voted to continue. Also to be continued is the want list buyers' guide. David Bosley, of the college horticulture department, has consented to put out a nursery quarterly, giving new ideas about nursery work. It is hoped that this will be successful enough to be made monthly. The "flying short course," visiting six sections of the state, was approved.

The program of this short course was thoroughly approved by the nurserymen and many congratulatory comments were heard at the close.

KREMER'S NURSERY, Pomona, Calif., will close the retail portion of its business to concentrate on wholesale growing. Mr. and Mrs. Lee Kremer are owners and operators of the firm.



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		2 1/2-in. pots	..
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JUNIPERUS CHINENSIS PFITZERIANA		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS CHINENSIS PFITZERIANA		2 1/2-in. pots	..
COMPACTA		2 1/2-in. pots	..
JUNIPERUS CHINENSIS PFITZERIANA		2 1/2-in. pots	..
NANA		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS CHINENSIS VIRIDIFOLIA		2 1/2-in. pots	..
(Sometimes called Densa Glauca)		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS COM. COLUMNARIS		2 1/2-in. pots	..
COMPACTA		2 1/2-in. pots	..
JUNIPERUS COMMUNIS KIYONOI		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS COMMUNIS CRACOVIA		2 1/2-in. pots	..
(Polish Juniper)		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS EXCELSA STRICTA		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS GLAUCA HETZI		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS HIBERNICA FASTIGIATA		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS JAPONICA PROCUMBENS		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS JAPONICA VIRGINALIS		2 1/2-in. pots	..
(Well shaped Juniper)		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS SABINA TAMARISCIFOLIA		2 1/2-in. pots	..
		2 1/2-in. pots	..
JUNIPERUS VIRGINIANA KETELEERI		2 1/2-in. pots	..
		2 1/2-in. pots	..
THUJA OCCIDENTALIS PYRAMIDALIS		2 1/2-in. pots	..
		2 1/2-in. pots	..
ABELIA EDWARD GOUCHER		2 1/2-in. pots	..
		2 1/2-in. pots	..
BERBERIS JULIANAE		2 1/2-in. pots	..
		2 1/2-in. pots	..
RUXUS SEMPERVIRENS CRONI		2 1/2-in. pots	..
(Hardy Canadian Boxwood)		2 1/2-in. pots	..
		2 1/2-in. pots	..
RUXUS SUFFRUTICOSA		3 1/2-in. pots	..
		4 1/2-in. pots	..
EUONYMUS PATENS SIEBOLDI		large leaf	..
		2 1/2-in. pots	..
		2 1/2-in. pots	..
EUONYMUS PATENS, small leaf		2 1/2-in. pots	..
		2 1/2-in. pots	..
EUONYMUS MICROPHYLLA PULCHELLA		2 1/2-in. pots	..
		2 1/2-in. pots	..
EUONYMUS RADICANS ERECTA		2 1/2-in. pots	..
		2 1/2-in. pots	..
ILEX CORNUTA		2 1/2-in. pots	..
		3-in. pots	..

(Continued in next column.)

(Continued in next column.)

(Continued from previous column.)

ILEX CORNUTA BURFORDI	ROOTED CUTTINGS	..	.08
1-year transplants from flats	..	..	.10
2 1/2-in. pots, extra heavy	..	..	.12
3 1/2-in. pots, extra heavy	..	..	.15
3-in. pots, extra heavy	..	..	.20
3x3 1/2-in. cans, extra heavy	..	..	.25
6x8-in., TTT, field-grown	..	..	.25
8x12-in., TTT, field-grown	..	..	.27 1/2
ILEX CRENATA CONVEXA BULLATA	2 1/2-in. pots	..	.15
ILEX CRENATA HETZI	2 1/2-in. pots	..	.20
ILEX CRENATA LATIFOLIA	(Big leaf Japanese Holly)	..	.20
(Foliage leaves slightly larger than Rotundifolia)	2 1/2-in. pots, extra heavy	..	.14
2 1/2-in. pots, extra heavy	..	..	.15
ILEX CRENATA ROTUNDIFOLIA	2 1/2-in. pots, extra heavy	..	.14
2 1/2-in. pots, extra heavy	..	..	.15
ILEX GLABRA, INKBERRY	2 1/2-in. pots	..	.18
2 1/2-in. pots	..	..	.20
ILEX OPACA FEMINA	(American Holly)	..	.20
2 1/2-in. pots	..	..	.20
ILEX OPACA HUME NO. 2	2 1/2-in. pots, extra heavy	..	.18
2 1/2-in. pots, extra heavy	..	..	.20
ILEX HUME NO. 2, produced from seed	2 1/2-in. pots	..	.14
2 1/2-in. pots	..	..	.15
LAUROCERASUS CAROLINIANA	(Cherry-Laurel)	..	.04
3x4-in. seedlings	..	..	.06
4x6-in. seedlings	..	..	.08
6x8-in. seedlings	..	..	.10
2 1/2-in. pots, extra heavy	..	..	.12
LIGUSTRUM IONANDRUM	2 1/2-in. pots	..	.18
2 1/2-in. pots	..	..	.20
LIGUSTRUM JAPONICUM	4x6-in. seedlings	..	.02
18x24-in., TTT, field-grown	..	..	.25
MAGNOLIA GRANDIFLORA	3x4-in. seedlings	..	.04
2 1/2-in. pots, extra heavy	..	..	.13
2 1/2-in. pots, extra heavy	..	..	.14
MAHONIA BEALEI	2 1/2-in. pots	..	.15
2 1/2-in. pots	..	..	.18
NANDINA DOMESTICA	2 1/2-in. pots	..	.10
2 1/2-in. pots, extra heavy	..	..	.12
PODOCARPUS MACROPHYLLA	2 1/2-in. pots	..	.18
2 1/2-in. pots	..	..	.20
PRONIA SERRULATA	2 1/2-in. pots	..	.18
2 1/2-in. pots	..	..	.20
TEUCRIUM CHAMAEDRYS	(Dwarf perennial for borders)	..	.10
2-in. pots	..	..	.12
ACER PALMATUM	(Understocks for grafting of Acer P. Atropurpureum)	..	.12
2 1/2-in. pots, caliper, 3/16-in. and up	..	..	.20
ACER PALMATUM ATROPURPUREUM	(Blood-red Japanese Maple)	..	.25
2 1/2-in. pots	..	..	.35
3-in. pots	..	..	.35
BERBERIS THUNBERGI	ATROPURPUREUM	..	.15
(Red-leaved Barberry)	2 1/2-in. pots	..	.15
CORNUS FLORIDA	2 1/2-in. pots, 2-yr. cal., 1/4-in. and up	..	.15
2 1/2-in. pots, 2-yr. cal., 1/4-in. and up	..	..	.15
KERRIA JAPONICA	2 1/2-in. pots	..	.15
LAGERSTROEMIA INDICA	WM. TOOVEY	..	.16
2 1/2-in. pots	..	..	.25
12x18-in., field-grown, heavy	..	..	.15
2 1/2-in. pots	..	..	.15
SPIRAEA ANTHONY WATERER	2 1/2-in. pots	..	.12
2 1/2-in. pots	..	..	.15
6x8-in., TT, field-grown	..	..	.16
SPIRAEA REEVESIANA FLORA-PLENA	2 1/2-in. pots	..	.16
(Double Reeves Spiraea)	12x18-in., TT, field-grown	..	.25
2 1/2-in. pots	..	..	.16
H. M. OWEN & SON, INC.,	..	..	.16
Telephones 650-651, Columbus, Miss.	..	..	.16

FIELD-GROWN AND POTTED  
EVERGREEN LINERS

Per 100

Andorra Juniper, 1-yr., f.g., 6 to 12 ins.	\$12.00
Pfitzer Juniper, 1-yr., f.g., 8 to 12 ins.	15.00
3-yr., f.g., X, 8 to 12 ins.	25.00
Sylvester Juniper, 2 1/2-in. pots	15.00
Von Ehron Juniper, 1-yr., f.g., 8 to 12 ins.	15.00
Waukegan Juniper, 1-yr., f.g., 8 to 12 ins.	12.00
Chamaecyparis cyano viridia	12.00
2 1/2-in. pots	15.00
Chamaecyparis plumosa aurea	15.00
2 1/2-in. pots	15.00
Euonymus patens, 2-yr., f.g., XX, 8 to 12 ins.	15.00
2-yr., f.g., XX, 12 to 15 ins.	20.00
Jasminum floridum, Jasminum nudiflorum, 2-yr., f.g., XX, 12 to 18 ins.	15.00
Mahonia Bealei, 2 1/2-in. pots	20.00

ATHENS NURSERY CO.  
Athens, Ala.

## FIELD-GROWN LINE-OUT STOCK

TERMS: SHIPMENTS made on open account if satisfactory credit is established, otherwise cash should accompany order. No C.O.D. shipments made.

PACKING costs will be added (on a cost basis) to your invoice. We take every precaution to pack our stock so it will reach you in the best of condition.

GIVE US specific instructions and routing. If by truck or R.R. freight, be sure to give names of carriers and routing. This is important. Shipments are made same day they are packed.

ALL EVERGREENS are priced per each in quantities of 10, 100 and 1000, 25 of any grade or variety at 100 rate, 250 of any grade and variety at 1000 rate.

## FIELD-GROWN EVERGREENS

Each 10 100 1000

JUNIPER KOSTERI	Koster's Juniper	50 12 to 15 ins. ....	\$0.80	\$0.75	\$0.70
		300 9 to 12 ins. ....	.60	.55	.50
		1000 6 to 9 ins. ....	.40	.35	.30
JUNIPERUS HIBERNICA FASTIGIATA,	Irish Juniper	900 9 to 12 ins., TTT. .	.50	.45	.40
JUNIPERUS PFITZERIANA,	Pfitzer Juniper	2000 12 to 15 ins., TTT. .	.85	.80	.75
		7000 9 to 12 ins., TTT. .	.65	.60	.55
JUNIPERUS SABINA, Savin Juniper		200 15 to 18 ins., TTT. .	1.20	1.10	1.00
		2000 9 to 12 ins., TTT. .	.65	.60	.55
		1000 6 to 9 ins., TTT. .	.40	.35	.30
JUNIPERUS SCOPULORUM, Silver Cedar		5000 9 to 12 ins., R.P. . .	.15	.12	.10
		5000 6 to 9 ins., R.P. . .	.12	.10	.08
JUNIPERUS VIRGINIANA, Red Cedar		5,000 18 to 24 ins., R.P. .	.20	.25	.25
		15,000 12 to 18 ins., R.P. .	.30	.25	.20
PICEA CANADENSIS ALBA, White Spruce		1200 12 to 15 ins., R.P. .	.20	.18	.15
PICEA EXCELSA, Norway Spruce		1,600 12 to 15 ins., R.P. .	.20	.18	.15
		10,000 6 to 9 ins., R.P. .	.09	.07	.05
		2,000 4 to 6 ins., R.P. .	.07	.05	.03 1/2
PICEA PUNGENS GLAUCA,	COLORADO BLUE SPRUCE	6000 6 to 9 ins., R.P. . .	.25	.20	.18
		2000 4 to 6 ins., R.P. . .	.15	.12	.10
TOP AND ROOT GROWTH IS EQUAL TO TRANSPLANTS.					
PINUS BANKIANA, Jack Pine		2000 12 to 18 ins., R.P. .	.20	.15	.12
		2000 9 to 12 ins., R.P. .	.10	.08	.06
PINUS EDULIS, Nut or Pinon Pine		1000 9 to 12 ins., R.P. . .	.15	.12	.10
		1000 6 to 9 ins., R.P. . .	.09	.07	.06
PINUS NIGRA, Austrian Pine		20,000 12 to 18 ins., R.P. .	.30	.25	.20
		30,000 9 to 12 ins., R.P. .	.12	.10	.08
		20,000 6 to 9 ins., R.P. .	.09	.07	.05
PINUS PONDEROSA, Bull Pine or Western Yellow		10,000 12 to 18 ins., R.P. .	.30	.25	.20
		20,000 9 to 12 ins., R.P. .	.12	.10	.08
		7,000 6 to 9 ins., R.P. .	.09	.07	.05
PINUS SYLVESTRIS, Scotch Pine		2,500 12 to 18 ins., R.P. .	.30	.25	.20
		10,000 9 to 12 ins., R.P. .	.10	.08	.07
		4,000 6 to 9 ins., R.P. .	.08	.06	.05
THUJA OCCIDENTALIS WOODWARDI (Woodward's Globe)		300 12 to 15 ins., TTT. .	.85	.80	.75
		1500 9 to 12 ins., TTT. .	.50	.45	.40
		1500 6 to 9 ins., TTT. .	.40	.35	.30
THUJA ORIENTALIS COMPACTA (Chinese Arborvitae)		5000 9 to 12 ins., R.P. . .	.15	.12	.10
		5000 6 to 9 ins., R.P. . .	.12	.09	.07
THUJA ORIENTALIS (Chinese Arborvitae)		4000 12 to 15 ins., R.P. .	.15	.12	.10
		4000 9 to 12 ins., R.P. .	.12	.09	.07
		3000 6 to 9 ins., R.P. .	.07	.06	.05
PLUMFIELD NURSERIES, INC.	Fremont, Neb.				

## ROOTED CUTTINGS

Arborvitae, Globe	SIZE	Per 100	1000
Arborvitae, Green	..	..	..
Arborvitae	..	..	..
pyramidalis	6 to 10 ins.	.09	.08
Juniper, Andorra	4 to 8 ins.	.12	.11
Juniper, Pfitzer	4 to 8 ins.	.12	.11
Juniperus Hetzi	4 to 8 ins.	.12	.11
Taxus Browni	6 to 10 ins.	.10	.09
Taxus capitata	(leaders only)	..	..
Taxus cuspidata	6 to 10 ins.	.09	.08
Taxus Hicksi	6 to 10 ins.	.09	.08
PLANT BANDS	..	..	..
Pfitzer Junipers	..	.22	.20
1-YEAR BEDS	..	..	..
Taxus cuspidata	6 to 8 ins.	.15	.14
Taxus Hicksi	6 to 8 ins.	.15	.14
Taxus capitata	6 to 10 ins.	.24	.22
Pyramidalis	..	..	..
Arborvitae	6 to 10 ins.	.18	.16
2-YEAR BEDS	..	..	..
Arborvitae, Green	..	..	..
Niagra	8 to 12 ins.	.27	.25
Taxus cuspidata	8 ins.	.22	.20
6-YEAR	..	..	..
Taxus Hicksi (bare-root), 12 to 15 ins.	..	..	..
GRAFTED SPRUCE	..	..	..
Koster Blue Spruce, 2 1/2-in. pots	..	..	..
Moench Blue Spruce, 2 1/2-in. pots	..	..	..
89 at 100 rate; 300 at 1000 rate. Packing at cost. Quantities of 5000 or more, write for special quotations.	..	..	..

DRAKE'S NURSERIES

G-4342 Branch Road  
Flint 6, Mich.

## EVERGREENS—Continued

SEEDLINGS FOR SPRING.		
Variety, age and size	100	1000
Scotch Pine, 2-yr., 2 to 4 ins.	\$2.00	\$10.00
Scotch Pine, 2-yr., 4 to 8 ins.	4.00	20.00
Riga Scotch Pine, 2-yr., 2 to 4 ins.	3.00	15.00
Riga Scotch Pine, 2-yr., 4 to 8 ins.	5.00	25.00
Austrian Pine, 2-yr., 3 to 6 ins.	4.00	20.00
American Red Pine, 2-yr., 2 to 4 ins.	3.00	15.00
Ponderosa Pine, 2-yr., 3 to 6 ins.	4.00	20.00
Mugho Pine, dwarf, 3-yr., 2 to 5 ins.	5.00	25.00
Mugho Pine, dwarf, 4-yr., 4 to 7 ins.	7.00	35.00
White Pine, 2-yr., 3 to 6 ins.	4.00	20.00
Norway Spruce, 2-yr., 2 to 4 ins.	3.00	15.00
Norway Spruce, 2-yr., 4 to 7 ins.	5.00	25.00
White Spruce, 2-yr., 2 to 4 ins.	3.00	15.00
Red Spruce, 2-yr., 3 to 6 ins.	4.00	20.00
Black Hills White Spruce, 2-yr., 3 to 6 ins.	4.00	20.00
Blue Spruce (Colorado), 2-yr., 2 to 4 ins.	4.00	20.00
2-yr., 4 to 7 ins.	6.00	30.00
Douglas Fir, 2-yr., 3 to 6 ins.	4.00	20.00
American Arborvitae, 1-yr., 3 to 6 ins.	5.00	25.00

SPECIAL SEEDLINGS		
Variety, age and size	100	1000
Mugho Pine, 4-yr., 7 to 10 ins.	11.00	55.00
American Red Pine, 3-yr., 6 to 10 ins.	6.00	30.00
Norway Spruce, 3-yr., 5 to 10 ins.	8.00	40.00
White Spruce, 3-yr., 4 to 8 ins.	8.00	40.00
Red Spruce, 4-yr., 6 to 10 ins.	8.00	40.00
Blue Spruce (Colorado), 3-yr., 3 to 6 ins.	8.00	40.00
American Arborvitae, 3-yr., 5 to 10 ins.	8.00	40.00
Austrian Pine, 3-yr., 6 to 10 ins.	8.00	35.00

**TRANSPLANTS**  
Scotch Pine, 2-1, 3 to 6 ins. .... 6.00 30.00  
Scotch Pine, 2-2, 5 to 10 ins. .... 10.00 50.00  
Austrian Pine, 2-2, 5 to 10 ins. .... 9.00 45.00  
Red Pine (American), 2-2, 5 to 10 ins. .... 8.00 40.00  
Blue Spruce (Colorado), 2-2, 5 to 10 ins. .... 11.00 55.00  
Norway Spruce, 2-2, 5 to 10 ins. .... 8.00 40.00  
2-2, 6 to 10 ins. .... 11.00 55.00  
Some items listed are in limited supply. May we suggest booking your order early to be assured of filling your needs. Pennsylvania orders, add 1 per cent sales tax or exemption certificate. Cash, or 25 per cent deposit with order, balance C.O.D. 5 per cent discount on quantities of 25,000.  
Agent for root-sprayed tree planter. Now there is a husky, fast (over 1000 per hour) tree seedling planter for reforestation, Christmas tree and ornamental planting. Made for Ford Ferguson, 8 point hitch. For picture and information, write to:

R.F.D. 3 SAM DIBLE NURSERY Shelocta, Pa.

EVERGREEN LINERS AND CUTTINGS		
POT-GROWN AND TRANSPLANTS	Each	Per 100 Per 1000
Arborvitae, American, dark green; 1-yr.	\$0.20	\$0.18
Arborvitae, Globe Woodward, 4 to 5 ins.	.20	.18
Arborvitae, pyramidal, 1-yr., 5 to 6 ins.	.22	.20
Euonymus alatus compactus, 2-yr. pots, 4 to 6 ins.	.18	.16
Juniperus chinensis Pfitzeriana, 1-yr. pots, 6 to 7 ins.	.24	.22
Juniperus glauca Hetzel, 1-yr., 5 to 6 ins.	.20	.18
Taxus cuspidata, 2-yr., 6 to 9 ins.	.24	.22
Korean Boxwood, 1-yr., 3 ins.	.20	.18

**HEAVY ROOTED CUTTINGS**  
From flats, rooted outside in lath house.

Deliver now.		
Boxwood, Korean, hardy	\$0.09	\$0.08
Boxwood, sempervirens, 2 to 3 ins.	.07	.06
Euonymus alatus compactus, 2 to 4 ins.	.09	.08
Euonymus erectus, 3 to 4 ins.	.07	.06
Euonymus patens, 3 to 4 ins.	.07	.06
Euonymus vegetus, 3 ins.	.07	.06
Juniper, Swedish, 4 to 5 ins.	.10	.09
Juniperus chinensis Pfitzeriana, 6 ins.	.13	.12
Juniperus glauca Hetzel, 4 to 5 ins.	.10	.09
Taxus cuspidata, 4 to 5 ins.	.10	.09
Taxus intermedia, 4 to 5 ins.	.11	.10
Taxus media, spreading, 3 to 4 ins.	.11	.10

Deliver June 30, 1955  
Arborvitae, pyramidal, 5 ins. .... .11 .10  
Arborvitae, globe, 3 to 4 ins. .... .10 .09  
Arborvitae, American; dark green; 5 ins. .... .10 .09  
Arborvitae elegantissima, 5 ins. .... .10 .09  
Taxus Hickel, 5 to 6 ins. .... .11 .10  
Terms: 2% discount and free packing for cash with order. Our stock guaranteed 100% satisfactory or return within 5 days for full refund, plus full shipping charges paid.  
250 plants at 1000 rate.  
MIAMI NURSERY CO.  
Tipp City, O.

LINING-OUT STOCK		
Each	Each	Per 100 Per 1000
Ilex rotundifolia, TT, bushy, 6 to 9 ins.	\$0.40	\$0.35
Ilex rotundifolia, TT, bushy, 9 to 12 ins.	.50	.45
Andromeda Catesbaei (Leucothoe), TT, bushy, 8 to 10 ins.	.40	.35
Andromeda Catesbaei (Leucothoe), TT, bushy, 10 to 12 ins.	.50	.45
Five or ten dollar sample sent upon request.		
GERARD K. KLYN, INC. Mentor, O.		

## LINING-OUT STOCK

Per 100 Per 1000

Scotch Pine.		
Available in certified Riga, Dark Green French, certified German, Polish and Austrian Hill strains.		
2-0, 2 to 5 ins.	\$2.50	\$15.00
2-0, 3 to 8 ins.	3.00	18.00
Austrian Pine, 2-0, 3 to 5 ins.	3.00	18.00
Mugho Pine, 1-0, 2 to 4 ins.	3.50	20.00
2-1, 4 to 6 ins.	5.00	35.00
Red Pine, 2-0, 2 to 4 ins.	2.50	15.00
Black Hill Spruce, 2-0, 2 to 4 ins.	3.50	20.00
Black Spruce, 3-0, 4 to 8 ins.	5.00	25.00
Colorado Blue Spruce, 2-0, 2 to 4 ins.	3.50	20.00
2-1, 3 to 4 ins.	5.00	35.00
Norway Spruce, 2-0, 2 to 6 ins.	3.50	20.00
2-1, 3 to 6 ins.	5.00	35.00
White Spruce, 2-0, 2 to 4 ins.	3.50	20.00
2-1, 3 to 6 ins.	5.00	35.00
American Arborvitae, 2-1, 3 to 4 ins.	5.00	35.00

Terms: 2 per cent, cash with order.  
Potted Juniper, Arborvitae, Spruce, etc., available at nursery. Write for complete list.

JOHN G. ZELENKA  
EVERGREEN NURSERY  
Rt. 2, Box 291  
Grand Haven, Mich.

JUNIPERS.		
Per 100	Per 1000	
JUNIPER, ANDORRA. Heavy, once trimmed.		
9 to 12 ins. TT, field-grown	\$40.00	
12 to 15 ins. TT, field-grown	50.00	
JUNIPER, PFTZER		
6 to 10 ins. TT, bush	20.00	
JUNIPER, PFTZER. Heavy, once trimmed.		
9 to 12 ins. TT, field-grown	30.00	
12 to 15 ins. TT, field-grown	55.00	
15 to 18 ins. TT, field-grown	65.00	
JUNIPER, SAVIN. Heavy, once trimmed.		
9 to 12 ins. TT, field-grown	40.00	
12 to 15 ins. TT, field-grown	50.00	
JUNIPER GRAFTS		
All our grafts are on Juniper Hetzel under stock. We find they mature earlier and the finished stock can be handled with a smaller ball.		

SPRUCE, MOERHEIM		
Grafts, out of 3-in. rosepots.	\$100.00	
TAXUS, cuspidata and Hickel.		
Rooted cuttings	10.00	
6 to 9 ins. beds	17.50	
9 to 12 ins. 2 1/2-in. pots	25.00	
12 to 15 ins. 3-in. pots	35.00	
Packing and boxing at cost.		

NEBRASKA NURSERIES, INC.  
4815 "O" St. Lincoln, Neb.

DELIVERY, SPRING 1955		
400 Euonymus sempervirens, 2 1/2-in. pots	\$0.12	
400 Euonymus vegetus, 2 1/2-in. pots	.12	
200 Euonymus radicans, 2 1/2-in. pots	.12	
200 Euonymus japonica, 2 1/2-in. pots	.12	
100 Forsythia Spring Glory, 2 1/2-in. pots	.15	
100 Forsythia Lynwood Gold, 2 1/2-in. pots	.15	
164 Ilex East Palatka, 2 1/2-in. pots	.17	
500 Ilex opaca (selected berried), 2 1/2-in. pots	.25	
208 Jasminum nudiflorum, 2 1/2-in. pots	.12	
100 Jasminum nudiflorum, 2 1/2-in. pots	.12	
500 Laurocerasus schipkaensis, 2 1/2-in. pots	.20	
760 Ligustrum nepalense, 2 1/2-in. pots	.12	
500 Ilex Burfordi, 1-yr., 2 1/2-in. pots	.15	
252 Ilex Howardi, 2 1/2-in. pots	.17	
500 Andorra Juniper, 1-yr., 2 1/2-in. pots	.17	
500 Hetz Juniper, 1-yr., 2 1/2-in. pots	.17	
308 Pyracantha, upright; orange berry; 2 1/2-in. pots	.12	
140 Pyracantha, upright; orange berry; 1-yr., 2 1/2-in. pots	.17	
360 Pyracantha Lalandi, 1-yr., 2 1/2-in. pots	.17	
500 Viburnum Burkwoodi, 2 1/2-in. pots	.15	
2000 Taxus cuspidata, 2-yr., 3 1/2 x 4 ins.	.22	
1000 Taxus cuspidata, 2-yr., 2 1/2-in. pots	.33	

Small orders, include prepaid parcel post; otherwise we ship express collect.  
THE LEICHHARDT HILLVIEW NURSERY  
Nashville Rd. Phone 2-2441  
Bowling Green, Ky.

EVERGREEN LINERS.		
Each	Each	Per 100 Per 1000
Cedrus Deodara, 2-year liners, 12 to 15 ins.	\$0.25	
Cedrus Deodara, 2-year liners, 15 to 18 ins.	.35	
Prompt shipment of these mail order grades, branched.		
Aucuba japonica, variegated; 2-year, 4-in. pots	\$0.40	
Aucuba japonica, green (female), 2-year, 4-in. pots	.40	
Abelia grandiflora, 12 to 18 ins., 2-year	.10	
Abelia grandiflora, 10 to 12 ins.	.05	
Mahonia Bealei, seedlings, 1-year grade, \$35.00 per 1000		

JORDAN NURSERIES  
P. O. Box 130 Milledgeville, Ga.

## EVERGREENS, ROOTED CUTTINGS

Per 100 Per 1000		
Taxus Browni, 5 to 6 ins.	\$9.00	\$80.00
Taxus cuspidata, 6 to 8 ins.	8.00	70.00
Taxus capitata, 5 to 6 ins.	10.00	90.00
Taxus Hartfieldi, 6 to 8 ins.	9.00	80.00
Taxus Hickel, 6 to 8 ins.	9.00	80.00
Taxus Waymanii, 5 to 6 ins.	9.00	80.00
Taxus Wardi, 5 to 6 ins.	9.00	80.00
Juniperus (Andorra) plumosa, 4 to 5 ins.	8.00	70.00
Juniperus communis depressa, 4 to 5 ins.	8.00	70.00
Juniperus Hetzel glauca, 6 to 8 ins.	9.00	80.00
American Arborvitae, 6 to 8 ins.	8.00	70.00
Pyramidal Arborvitae, 4 to 5 ins.	8.00	70.00
Globe Arborvitae, 4 to 5 ins.	8.00	70.00
Rhinospora, 4 to 5 ins.	8.00	70.00

**1-YEAR TRANSPLANTS**  
Taxus cuspidata ..... 16.00 150.00  
Retinospora ..... 16.00 150.00

Orders under \$100.00, cash with order, please.  
Orders over \$100.00, 1/2 deposit with order.  
Phone: Oil City 76-251

NEIDEL'S NURSERY AND GREENHOUSE  
Mtd. Rt. 4, Hasson Heights,  
Oil City, Pa.

ROOTED CUTTINGS		
Per 100 Per 1000		
Arborvitae, dark green American, 6 to 10 ins.	\$9.00	\$80.00
Arborvitae, Globe, 4 to 8 ins.	9.00	80.00
Arborvitae, Pyramidal, 6 to 10 ins.	9.00	80.00
Juniper, Pfitzer, 6 to 10 ins.	10.00	95.00
Juniper, Hetzel glauca, 6 to 10 ins.	9.00	80.00
Juniper, Sabina, 6 to 10 ins.	9.00	80.00
Juniper, Von Ehren, 6 to 10 ins.	9.00	80.00
Juniper, Andorra, 6 to 10 ins.	9.00	80.00
Taxus cuspidata, 6 to 10 ins.	9.00	80.00
Taxus Hickel, 6 to 10 ins.	10.00	90.00

**FIELD-GROWN EVERGREEN LINES**  
2-yr. Per 100  
Taxus cuspidata, 8 to 12 ins. .... \$25.00  
Arborvitae, dark green American, 8 to 12 ins. .... 25.00  
Arborvitae, Pyramidal, 8 to 12 ins. .... 25.00  
Spring delivery. Cash with order earns free packing.

DE WINTER'S NURSERY  
653 Port Sheldon Rd.  
Grandville, Mich.

4-YEAR EVERGREEN SEEDLINGS		
Ins.	Per 100	1000
Balsam Fir ..... 4 to 7	\$8.75	\$43.75
Black Hills Spruce ..... 6 to 14	15.00	75.00
Mugho Pine (Cert.) ..... 5 to 12	12.00	60.75

3-YEAR SEEDLINGS		
Ins.	Per 100	1000
Douglas Fir (Blue) ..... 6 to 12	10.75	53.75
Norway Spruce (fast-growing strain) ..... 6 to 12	9.00	45.00

2-YEAR SEEDLINGS		
Ins.	Per 100	1000
Austrian Pine (Cert. Alps) ..... 4 to 9	7.50	35.75
Jap. Black Pine ..... 7 to 14	7.50	37.50
Scotch Pine (Cert. Austrian seed) ..... 6 to 12	7.00	35.75
Scotch Pine (Western Europe) ..... 4 to 9	7.00	35.75
Colorado Blue Spruce (seed from Blue trees) ..... 3 to 7	7.50	37.50
Concolor Fir (Colorado) ..... 3 to 7	12.75	63.75

PARCEL POST prepaid up to 4 lb. zone.  
NEUNER'S EVERGREEN NURSERY  
368 Elcher Rd. Pittsburgh 2, Pa.

GOOD, UNROOTED CUTTINGS.		
5 to 8 ins. long	\$12.00	per 1000.
ARBORVITAE, Woodward's Globe		
Berckman's Golden		
Golden beverleyensis		
Baker's Pyramidal		
CYPRESS ALUM, BLUE		
JUNIPERS, PFTZER, BLUE		
Savin		
Tamariscifolia		
Spiny Kiefer		
Colorado Silver		
White's Silver King Juniper (plant patent No. 1186). (Spreading Silver Juniper attains a height of 10 ins.) Plants from 3-in. pots. Each, per 100, 95c; each, per 1000, 85c.		

WHITE'S NURSERY  
716 E. 9th Ave. Walla Walla, Wash.

QUALITY SEEDLINGS, TRANSPLANTS.		
Per 100 Per 1000		
2-YEAR SEEDLINGS		
Scotch Pine, 4 to 8 ins.	\$4.00	\$20.00
Colo. Blue Spruce, 2 to 5 ins.	4.00	25.00
Concolor Fir, 4 to 6 ins.	8.00	40.00

3-YEAR SEEDLINGS		
Per 100 Per 1000		
Austrian Pine, 8 to 14 ins.	6.00	35.00
Norway Spruce, 4 to 8 ins.	4.00	30.00
Colo. Blue Spruce, 3 to 5 ins.	5.00	30.00
American Arborvitae, 4 to 8 ins.	5.00	30.00

**4-YEAR TRANSPLANTS**  
Norway Spruce, 6 to 14 ins. .... \$2.00  
Cash with order. Packing free.

ARTHUR CASH NURSERY  
Lake Shore Rd., Angolia, N. Y.

**HEAVY FIELD-GROWN LINERS**  
Juniperus Pfitzeriana, Each  
9 to 12 ins. XX ..... \$0.50  
Juniperus Pfitzeriana, 12 to 15 ins. XX ..... .60  
These are heavy-rooted and far above average. Spring shipment.

Cash with order.  
DAMASCUS NURSERIES  
Box 216 Damascus, O.



## STRONG LINERS

Globe Arborvitae, 2-yr., TT.	\$0.40
Pfitzer Juniper, 8 to 12 ins., 2-yr., TT.	.40
Pyramidal Arborvitae, 8 to 12 ins., 2-yr., TT.	.40
Pieris japonica, 8 to 10 ins., 3-yr., TT.	.35
Leucothoe Catesbaei, 6 to 8 ins., 3-yr., TT.	.25
Pyracantha Lalandi, 12 to 15 ins., 2-yr., TT.	.50
Taxus Spreaders, 8 to 12 ins., 3-yr., TT.	.50
Taxus Hicksi, 8 to 12 ins., 3-yr., TT.	.50
Azalea Mollis, 8 to 12 ins., 3-yr., TT.	.50
Over 200	.25

Center St. Perry, O.

## EVERGREEN SEEDLINGS

	Per 100	Per 1000
Colo. Blue Spruce, 3-yr., 3 to 6 ins.	\$4.50	\$40.00
Norway Spruce, 3-yr., 6 to 15 ins.	4.00	30.00
Englemann Spruce, 4-yr., 4 to 8 ins.	3.50	35.00
Austrian Pine, 3-yr., 6 to 12 ins.	4.50	35.00
Scotch Pine, 3-yr., 6 to 12 ins.	4.00	35.00
Red Pine, 3-yr., 5 to 10 ins.	3.50	30.00
Douglas Fir, 3-yr., 5 to 10 ins.	5.00	45.00

Write for new spring list.

## ECCLES NURSERIES

Rimersburg, Pa.

## CANADA HEMLOCK

	Per 100	Per 1000
Collected seedlings and transplants.		
6 to 9-in. seedlings	\$4.00	\$20.00
9 to 12-in. seedlings	6.00	45.00
12 to 15-in. seedlings	8.00	65.00
4 to 8-in. transplants, 2-2	15.00	120.00
8 to 12-in. transplants, 2-2	20.00	180.00

These are first-quality, bushy Hemlocks, carefully dug and packed in sphagnum moss in ventilated boxes.

Send for complete list of lining-out stock.

## ISAAC LANGLEY WILLIAMS

Box AN, Exeter, N. H.

## PINE, SPRUCE, FIR SEEDLINGS

	Per 100	Per 1000
Red Pine, 3-yr., 6 to 12 ins.	\$5.00	\$30.00
Austrian Pine, 3-yr., 8 to 14 ins.	5.00	30.00
Mugho Pine, 4-yr., 8 to 12 ins.	5.00	30.00
Scotch Pine, 3-yr., 8 to 14 ins.	5.00	35.00
Norway Spruce, 3-yr., 4 to 8 ins.	4.00	30.00
Colorado Blue Spruce, 3-yr., 4 to 8 ins.	8.00	40.00
Douglas Fir, 2-yr., 3 to 6 ins.	6.00	30.00

Write for complete 1955 price list.

## PAINT CREEK NURSERIES

Rt. 1, Shipperville, Pa.

## HEAVY B&amp;B SPECIMENS

	Each
Canadian Hemlock, 2 to 3 ft.	\$2.00
Pfitzer Juniper, 4 ft., heavy	3.50
Hetzl Juniper, 3 to 4 ft., heavy	3.00
Von Ehrhorn Juniper, 3 to 4 ft., heavy	3.00
Creek Juniper, 3 to 4 ft., heavy	1.50
Thuja occ. pyramid., 5 to 6 ft., heavy	2.75
Thuja occ. pyramid., 4 to 5 ft., heavy	2.25

F.O.B. nursery, 10 days' notice must be given before stock to be picked up. Terms: Cash.

## TARHEELIAN NURSERIES, Lenoir, N. C.

## HEAVY, POTTED EVERGREEN LINERS

	Per 100
Buxus sempervirens, Excellent stock under lath.	
2 1/4-in. pots, 3-yr.	\$22.50
Buxus koreana, 2-in. pots, 3-yr.	22.50
Juniperus Pfitzeriana, 2-in. pots, 2-yr.	15.00
Taxus cuspidata, 2 1/4-in. pots, 2-yr.	20.00
Taxus cuspidata, 2 1/4-in. pots, 2-yr.	22.50
Taxus Hicksi, 2 1/4-in. pots, 2-yr.	22.50
3-yr., T., 10 to 12 ins.	37.50

Spring delivery. Cash; packing free.

## FLORAL GARDENS, EATON, O.

## JUNIPER GRAFTS

Canaerti, glauca, Burki, Keteleeri, Dundee, chinensis mascula. All on Va. understock. Priced, 40c each; no discount. Terms: One-fourth cash with order and balance before shipping date, plus packing at cost. All cash with order earns free packing. Order at once. Two-thirds sold out now. When better grafts are made, Crume will make them.

## T. C. CRUME NURSERY AND

LANDSCAPING CO. Florence, Ky.

	Per 100	Per 1000
EVERGREENS		
Scotch Pine, 2-yr., 2 to 4 ins.	\$2.00	\$10.00
2-yr., 3 to 6 ins.	3.00	15.00
2-yr., 6 to 8 ins.	3.50	20.00
Scotch Pine (Riga)		
2-yr., 4 to 8 ins.	3.50	20.00
3-yr., 5 to 12 ins.	4.00	25.00
Colorado Blue Spruce		
2-yr., 1 to 4 ins.	3.50	20.00

## CHAPMAN'S NURSERY

553 Church St. Indiana, Pa.

## AMERICAN BOXWOOD

	Per 100
Buxus sempervirens, field-grown	
10 to 12 ins.	\$50.00
12 to 15 ins.	75.00
15 to 18 ins.	100.00

## PINKSTON NURSERIES

Parrott, Ga.

## THUJA OCCIDENTALIS NIGRA

Strong 2-year liners, 6 to 8 ins., in 2 1/4-in. rosepots, \$160.00 per 1000. CARTWRIGHT NURSERIES, Collierville, Tenn.

## QUALITY STOCK

	Per 100	Per 1000
Juniperus virginiana,		
graft size	\$8.00	\$75.00
12 to 15 ins., heavy liners	10.00	90.00
Chinese Arborvitae,		
graft size	5.00	45.00
12 to 18-in. liners	10.00	90.00
2 to 4 ins.	2.50	20.00

## 2016 N. Independence Enid, Okla.

## JAPANESE BLACK PINE

Pinus Thunbergii compacta Hrenl. Our own dense strain of this most popular evergreen for seashore and other adverse conditions that lack the ranginess of the ordinary strain. Heavy, branched, 4 to 6-year liners, bare-root, April delivery; rate per 1000: 10 to 12 ins., 35c; 12 to 15 ins., 60c. Also larger landscape sizes.

Rt. 27 JOS. A. HREN NURSERIES East Hampton, L. I., N. Y.

## YEWS, 2-YEAR, IN FIELD BEDS

Ready to line out in the field.

Taxus Browni, 6 to 10 ins., T. \$35.00

Taxus cuspidata, 6 to 10 ins., T. 30.00

Taxus cuspidata capitata. 35.00

8 to 10 ins., T. 30.00

Taxus Hicksi, 8 to 10 ins., T. 30.00

Taxus cuspidata ovata, 8 to 10 ins., T. 30.00

FRED P. STROHL, Fort Wayne, Ind.

## 1404 N. Anthony Blvd., Fort Wayne, Ind.

## NANDINAS, BED-GROWN SEEDLINGS

	Per 100	Per 1000
3 to 4 ins.	\$5.00	\$40.00
4 to 6 ins.	6.00	50.00
6 to 8 ins.	8.00	70.00

We offer you well rooted, well graded, well packed stock. No charge for packing when cash accompanies order.

## GREEN TREE NURSERY

500 W. 2nd Ave. Pine Bluff, Ark.

## TAXUS CUSPIDATA SEEDLINGS

2-year, 4 to 7 ins.

\$15.00 per 100, \$100.00 per 1000.

## GONZALEZ NURSERIES

247 N. 17th St., Camp Hill, Pa.

## ANDORRA JUNIPER

200 well-shaped plants, landscape size,

36 to 48 ins., \$2.75 each.

Pick up at nursery.

## JOSEPH'S NURSERY

Bridgeport, W. Va.

U. S. Route 50.

## TAXUS, 2-YEAR

	Per 100	Per 1000
CUSPIDATA	\$35.00	\$30.00
CAPITATA	35.00	30.00
Moony	35.00	30.00
Hicksi	35.00	30.00
Densiformis	35.00	30.00

These cuttings are extra heavy.

## LARRY'S NURSERIES, INC.

960 Reservoir Ave. Cranston 10, R. I.

## JUNIOR SPECIMEN TAXUS

	Per 100	Per 1000
Field-grown, TTT. Sheared.		
TAXUS HICKSI, 24 to 28 ins.	\$2.25	
TAXUS HATFIELD, 18 to 24 ins.	2.25	
TAXUS HATFIELD, 15 to 18 ins.	1.85	
TAXUS HICKSI, 18 to 24 ins.	1.85	
TAXUS HICKSI, 15 to 18 ins.	1.65	

TERMS: CASH with order. Shipped bare-root, free packing. Limited quantity.

## TARHEELIAN NURSERIES, Lenoir, N. C.

## WELL ROOTED CUTTINGS

Per 1000

Ilex rotundifolia, 4 ins. \$50.00

## JOHNSON'S NURSERY

Baxter, Tenn.

## LARGE SIZE, 2-YEAR SEEDLINGS

WITH GOOD ROOTS.  
White Spruce, 5 to 8 ins., \$20.00 per 1000.  
Douglas Spruce, blue strain; 5 to 8 ins., \$22.00 per 1000.  
Norway Spruce, fast growing strain, 5 to 8 ins., \$20.00 per 1000.  
Samples \$5.00. Cash with order, please.  
CARROLL HILLS NURSERY  
Ipswich, Mass.

## BIOTA ORIENTALIS

	Per 1000
2-yr., 10 to 14 ins.	\$30.00
1-yr., 3 to 6 ins.	15.00
Juniperus virginiana,	
2-yr., 6 to 9 ins.	60.00

These are carefully packed.

## SOUTHERN NURSERY

Rt. 7, Box 246A Oklahoma City 9, Okla.

## JUNIPER CUTTINGS

Unrooted cuttings of Pfitzer Juniper, 6 to 8 ins. long, not trimmed, \$10.00 per 1000. Cash. Express or motor freight.

## KRONE'S FLOWER SHOP

4221 Grand Ave. Fort Smith, Ark.

## EVERGREENS

Potted and field-grown liners.

Juniper, Taxus, Arborvitae.

Write for trade list.

VOGE NURSERY, NEW LEBANON, O.

## DWARF BOXWOOD

Border your flower beds and walks with our Old English Buxus suffruticosa, several years old. Field-grown, compact, good color, 4 to 8 ins., \$25.00 per 100; 8 to 8 ins., \$50.00 per 100.

## PINKSTON NURSERIES

Parrott, Ga.

## JAPANESE BLACK PINE

4 to 7 ft., about 600, also Hybrid Rhododendrons, 12 to 15 ins. Also Hybrid Rhododendron grafted liners for spring, 1955. Write for list of varieties.

## PARMENTER'S ROSES

Grady St., Bayport, L. I., N. Y.

Phone: 8-0811 or 8-2331

## HEAVY, 2-YEAR SEEDLINGS

	100	1000
Elaeagnus Fruitlandi, 10 to 12 ins.	\$10.00	
Photinia serrulata, 8 to 10 ins.	12.50	
Quercus acuta (Japanese Evergreen Oak), 10 to 12 ins.	15.00	

Immediate delivery, Cash with order.

## ALCOVA NURSERIES, COVINGTON, GA.

## EVERGREEN SEEDLINGS

	Per 1000
Scotch Pine, 2-yr., 3 to 7 ins.	\$18.00
Red Pine, 3-yr., 3 to 8 ins.	25.00

Cash with order.

## BELLARE GREENHOUSE

Bellaire, Mich.

## EVERGREEN LINERS

	100	1000
Bar Harbor Juniper, 8 to 10, T.	\$15.00	\$125.00
Andorra Juniper, 6 to 10, T.	15.00	125.00
Ilex rotundifolia, 9 to 12, T.	25.00	235.00

Heavy rooted, field transplants.

Cash with order. Free packing.

WHERRY'S NURSERIES, St. Marys, W. Va.

## FRUIT AND NUT TREES

## DWARF APPLE STOCKS

We are making 20,000 piece-root

Malling I, II and VII,

for early spring, 1955, delivery.

These can be budded in August, 1955.

Write for particulars and prices.

## LORNE J. DOUD

Route 1

Wabash, Ind.

## FLOWERING CRAB APPLE GRAFTS

ATROSANGUINEA HOPA

ALMEY NORMANDI

DOLGO RED SILVER

ELEYI SCHEIDECKERI

\$10.00 per 100, \$85.00 per 1000.

## APPLE GRAFTS

GRIMES GOLDEN STAYMANS

JONATHAN WINESAP

MCINTOSH WINESAP

ROME BEAUTY YEL. DELICIOUS

RED DELICIOUS YEL. TRANS.

RED JUNE

\$5.50 per 100, \$45.00 per 1000.

Prepaid for cash with order.

## PRITCHARD'S NURSERIES, Ottawa, Kan.

## CHINESE CHESTNUT TREES

Row run, culls out, 3-yr.-old stock, 2 ft. and up. Mostly 2 to 3 ft., some 4 ft. All branched and well-rooted. Tied in 20's, in lots of 100, \$32.50 per lot. Very profitable lining-out stock or for mail-order sales.

F.O.B. Cowen, packing at cost. All other popular sizes in seedlings, transplants, and 1-yr.-old liners in quantities. Write for prices.

## GOLD CHESTNUT NURSERY

Cowen, W. Va.

## CHINESE CHESTNUTS

	Per 10	Per 100
2 to 3 ft., transplanted	\$7.50	\$65.00
3 to 4 ft., transplanted	10.00	90.00
4 to 5 ft., transplanted	15.00	140.00
5 to 7 ft., transplanted	20.00	185.00
7 to 8 ft., transplanted	25.00	225.00

WAYNESBORO NURSERIES

Waynesboro, Va.

## CHINESE CHESTNUT

USDA No. P. 1, \$8602.

Has proven, no far, as best

for general planting.

2 to 3 ft., 2-yr., per 5, \$7.50; 10, \$14.00.

3 to 4 ft., 2-yr., per 5, \$8.75; 10, \$16.00.

WHITFORD NURSERY, FARINA, ILL.

## GROUND COVERS

THORNDALE SUB-ZERO ENGLISH IVIES (Special Hedera Helix strain.) Stand 20 degrees below zero. For detailed description and prices see our display ad in this issue.

## THORNDALE FARMS, WOODSTOCK, ILL.

## PACHYANDRA TERMINALIS

Strong, 1-yr., field-grown, \$55.00 per 1000.

HILLCREST GREENHOUSES, Franklin, Pa.

## GROUND COVERS—Continued

## VINCA MINOR, HARDY MYRTLE, PERIWINKLE.

Best all-purpose, quality ground covers, made up 15 to 20-cane clumps. Plant all year round, \$50.00 per 1000.

Pachysandra, 1-year, rooted cuttings, \$55.00 per 1000.  
Hall's Lonicera Honeysuckle, \$45.00 per 1000, branched.

H. C. WAUGH, Belpre, O.  
745 Boulevard Dr.,

PACHYSANDRA TERMINALIS — strong-rooted cuttings, \$3.75 per 100; \$3.50 per 1000; \$32.50 for any order of 5000 or more.  
Prompt shipment. Beetle zone only.

DUNWOODIE NURSERIES, Yonkers, N. Y.  
6 Smart Ave., Phone: Yonkers 5-1473

## HARDWOOD CUTTINGS

**HARDWOOD CUTTINGS.**  
We specialize in furnishing hardwood cuttings to the trade. Because it takes time to process them, we especially urge early reservation of needs.

We cut a little over 7 ins. Tie in 100. Please order in multiples of 100. Where case accompanies order, packing zone only. We guarantee delivery in good condition.

	Per 1000
Aronia melanocarpa	5.00
Cornus paniculata	5.00
Sibirica	5.00
Anonum	5.00
Foraythia intermedia	4.00
Spectabilis	4.00
Primulina	4.00
Ovata	4.00
Hydrangea	5.00
Hydrangea A.G.	5.00
Privet, Amur (North)	4.00
Regel (true)	8.00
Honeysuckle, Morrow	4.00
Bella albidia	4.00
Bella rosea	4.00
Tatarica rosea	5.00
Korolkowii	5.00
Zabell	5.00
Diervilla trifida	5.00
Philadelphus grandiflorus	4.00
Bouquet Blanc	4.00
Amalthae	5.00
Coronarius	4.00
Physocarpus, opulifolius aureus	4.00
Opulifolius nanus	5.00
Sorbaria sorbifolia	4.00
Spiraea Billardi rosea	4.00
Proebeli	4.00
Thunbergii	4.00
Vanhouttei	4.00
Trichocarpa	4.00
Snowberry, white	4.00
Viburnum dentatum	5.00
Poplar, Lombardy	4.00
Willow, Niobe weeping	4.00
Pussy	4.00
Dwarf, Arctic	5.00
Arboretum Wareana (Siberian)	15.00
Globe	15.00
Retinopora plumosa	15.00
Juniper, Pfitzer	15.00
Andorra	15.00
Savin	15.00
Taxus, cuspidata	15.00
Canadiana	15.00

## SCOTCH GROVE NURSERY.

Scotch Grove, Ia.

## HARDY PLANTS

**MESEMBRYANTHEMUMS.**  
The showiest, most improved of all the semi-hardy perennials; blooms in solid masses of the brightest, most glowing colors ever seen. Ten years of cross breeding have worked wonders with this plant variety. Upright sorts, fine for growing under glass for spring sales. Grows outside in any type soil where temperature does not go below 25 degrees above zero.

Write for list of 1954-55 introductions.  
**ROY ZILK'S NURSERY.**  
602 Lomita St., El Segundo, Calif.

**HELLEBORUS NIGER**  
(Christmas Rose)  
Our own grown.  
2-yr. transplants  
\$50.00 per 100  
\$450.00 per 1000  
**C. HOOGEENDOORN**  
Turner Rd., Newport, R. I.

**BLEEDING HEARTS**  
The old-fashioned favorite for pot or garden. Strong undivided clumps.  
Per 100 Per 1000  
3 to 5 eyes \$5.00 \$30.00  
5 eyes and over 6.00 40.00

**SOMERSET, SEEDS, PLANTS**  
P. O. Box 608 New Brunswick, N. J.

America's Best Source for Hardy Plants is THE WAYSIDE GARDENS  
Mentor, Ohio  
Write for Trade List.

**PERENNIALS**  
New and standard kinds. New wholesale list now ready.  
**CARROLL GARDENS**  
Box 15 Westminster, Md.

Pansies, perennials and rock plants in wide variety. Send for catalog.  
**FITZONKA'S FANSY FARM & NURSERY**  
Bristol, Pa.

**WELLER'S BETTER PERENNIALS**  
**WELLER NURSERIES CO.,** Holland, Mich.  
Write for trade list.

## HOLLY

**HOLLY.**  
Strong, healthy stock.

	6 to 8 in.	8 to 12 in.	12 to 18 in.
Ilex Burfordi	\$15.00	\$17.50	
Ilex o. East Palatka	15.00	17.50	\$20.00
Ilex o. Howardi	15.00	20.00	
Ilex o. Croonenburg	15.00		
Ilex rotundifolia	10.00	12.50	17.50
Field-grown, bushy		30.00	40.00

**STEPHENS NURSERIES,**  
Semmes, Ala.

**HOLLY**  
45 English and Hybrid varieties. 25 American, 10 Asiatic. Cutting-grown plants, well-rooted and hardened for spring delivery. Full replacement guarantee to bona fide nurserymen and florists. Write for stock list and new low prices.

## WILMAT HOLLY CO.

Box 304  
Narberth, Pa.

## HOLLY.

Order now for spring delivery.  
Cutting-grown female plants out of 3-in. pots.  
English Holly, green \$40.00 per 100  
Rooted cuttings, green 17.50 per 100  
100 minimum quantity. Cash with order.

**DESCANSO DISTRIBUTORS, INC.,**  
Wholesale Growers, Chino, Calif.

**ILEX BURFORDI** (gal. cans), 60c.  
**ILEX BULLATA** (convex) and **ILEX ROTUNDIFOLIA**, heavy, 15 to 18 ins., \$1.75; 18 to 24 ins., \$2.25. Quantity at discount.

**FRIERSON'S FLOWERS, Denmark, S. C.**

## OREGON ENGLISH HOLLIES

Cut holly. General nursery stock.  
May we quote you?  
**ALFRED TERPEL**  
11414 N. W. Cornell Rd., Portland, Ore.

## IVIES

## HARDY ENGLISH IVY (HEDERA HELIX.)

Strong 2½-in. pots, pinched back, \$13.50 per 100, \$130.00 per 1000.  
Spring shipment; beetle zone only.  
Packing free for cash.

**LEHIGH VALLEY NURSERIES, INC.,**  
1745 Linden St., Bethlehem, Pa.

## BALTIMORE IVY.

Strong, clean, well-rooted stock.  
Per 100 Per 1000  
Rooted cuttings \$6.00 \$55.00  
2-in. pots 10.00 95.00  
Can ship now or later. 25 per cent down to reserve.

**STRATFORD GARDENS,**  
Russell Breece, Delaware, O.

**HARDY ENGLISH IVIES**  
**HEDERA HELIX, BALTIMORE AND GRACILIS.**  
Strong 2½-in. pots, \$12.50 per 100.  
Spring shipment. Free packing for cash.

**BABCOCK GARDENS**  
Route 3, Jamestown, N. Y.

**THORNDALE SUB-ZERO ENGLISH IVIES**  
(Special Hedera Helix strain.) Stand 20 degrees below zero. For detailed description and prices see our display ad in this issue.

**THORNDALE FARMS, WOODSTOCK, ILL.**

## LINING-OUT STOCK

**LINING-OUT STOCK**  
Grown in Dow-Fummed soil.  
Priced per 100.

	6 to 8 in.	8 to 12 in.
Cedrus Deodara	\$12.50	\$15.00
Feljoa Sellowiana	12.50	15.00
Gardenia Mystere	8.50	10.00
Gardenia radicans	8.50	10.00
Gardenia stricta nana	8.50	10.00
Ilex angustifolia	15.00	17.50
Ilex myrtifolia	15.00	17.50
Ilex Bullata	15.00	20.00
Ilex rotundifolia	15.00	20.00
Ilex Burfordi	15.00	20.00
Ilex Fosteri	15.00	20.00
Ilex East Palatka	15.00	20.00
Illicium anisatum	10.00	12.50
Ligustrum lucidum comp.	12.50	15.00
Loquats	10.00	12.50
Nandinas (transplants)	12.50	15.00
Osmanthus fragrans	12.50	15.00
Osmanthus yellow	12.50	15.00
Viburnum Tinus	12.50	15.00
Magnolia fuscata, 2½-in. pots, 15c.		
Japanese flowering Cherry (red)		
12 to 18 ins.	\$20.00	
18 to 24 ins.	30.00	
2 to 3 ft.	40.00	

**GRIMM NURSERIES**  
Semmes, Ala.

## LINING-OUT STOCK.

See our display elsewhere in this issue.  
**BROOKFIELD GARDENS,**  
U. S. Rt. 46, Delaware, N. J.

## EVERGREENS

	Each
Pfitzer Juniper, TT, field, sheared,	
8 to 11-in. spread	\$0.40
11 to 14-in. spread	.55
14 to 16-in. spread	.65
6 to 8-in. bands	.14½
8 to 10-in. bands, 6 to 10 ins.	.12½
Andorra Jun., bands, 6 to 10 ins.	.16½
extra heavy	.16½
Blue Hets Jun., bands, 6 to 8 ins.	.12½
8 to 10 ins.	.16½
Greek Jun., bands, 6 to 8 ins.	.14½
Manhattan Blue Jun., upright, bands,	
6 to 8 ins.	.25
Densa Glauca Jun., upright, bands,	
6 to 8 ins.	.25
Savin Jun., bands, 6 to 10 ins.	.12½
extra heavy	.16½
Von Ehron Jun., bands, 6 to 10 ins.	.12½
extra heavy	.16½
bare-root, 8 to 10 ins. (topped)	.06
Golden Pfitzer, bands, 6 to 10 ins.	.20
Spreading Jap. Yew, bands, 6 to 8 ins.	.20
Upright Jap. Yew, bands, 6 to 8 ins.	.20
Dwarf Jap. Yew (nana), bands,	
4 to 6 ins.	.16

## BROADLEAFS

Euonymus coloratus, 6 to 10 ins. bare-root	.03½
Euonymus patens, small or large leaved, 6 to 10 ins. bare-root	.04
small leaved, bands	.10
Pyracantha Lalandi, 5 to 6 ins. bare-root	.05

## DECIDUOUS, Bare-root.

Blue-leaved Arctic Willow, 6 to 10 ins. Blue Spiraea (Caryopteris),	
4 to 6 ins.	.03½
Buddleia Snowflake	.06
6 to 8 ins.	.06
Buddleia, best red; 4 to 6 ins.	.06
Chinese Beauty-Berry (Callicarpa),	
6 to 10 ins.	.03½
Desmodium penduliflorum, 6 to 8 ins.	.05
Deutzia gracilis, bands, 6 to 8 ins.	.12½
Deutzia gracilis rosea, bands,	
4 to 6 ins.	.12½
Foraythia Lynwood Gold, 5 to 8 ins.	.08
Foraythia Spring Glory, 6 to 8 ins.	.04
Foraythia Spring Glory, 12 to 18 ins.	
2-yr.	.08
Golden vicari privet, variegated,	
bare-root, 6 to 10 ins.	.04
Privet, Chinese, Wayside Gardens strain, 8 to 10 ins.	.03½
Privet, Regela, 6 to 10 ins.	.03½
Weigela, dwarf, variegated; 3 to 5 ins.	.04
Weigela Eva Rathke, red; 4 to 6 ins.	.06
Weigela rosea, 4 to 6 ins.	.04

## PERENNIALS

Lythrum Mordena Pink, 6 to 8 ins.	.04
Lythrum Mordena Pink, light field, September transplants	.08
Verbenas, hardy, lavender-pink	.06
All prices 300 or more, order 50 of a variety. Less than 300, add 2c per plant.	
Book your order for spring.	
<b>MCMINCH GREENHOUSES</b> St. Joseph, Mo.	

## JUNIPER LINERS.

For spring planting, field-grown.

	Per 100
Juniperus communis Ashfordi (Ashford)	
1-yr., 8 to 12 ins.	\$10.00
2-yr., 12 to 15 ins.	15.00
Juniperus communis cracovia (Polish)	
1-yr., 8 to 12 ins.	12.50
Juniperus communis depressa	
1-yr., 8 to 12 ins.	12.50
Juniperus communis fastigiata (Improved Irish)	
1-yr., 8 to 8 ins.	10.00
1-yr., 8 to 12 ins.	12.50
2-yr., 12 to 15 ins.	17.50

Juniperus communis hibernica (Irish)	
1-yr., 6 to 8 ins.	10.00
1-yr., 8 to 12 ins.	12.50
2-yr., 12 to 15 ins.	15.00
Juniperus communis Kiyonoi (Kiyonoi)	
1-yr., 8 to 12 ins.	12.50
2-yr., 12 to 15 ins.	15.00

Juniperus glauca Hetzi (Hetz)	
1-yr., 6 to 8 ins.	10.00
1-yr., 8 to 12 ins.	12.50
Juniperus horizontalis plumosa (Andorra)	
1-yr., 6 to 8 ins.	10.00
1-yr., 8 to 12 ins.	12.50

Juniperus Sabina (Savin)	
1-yr., 6 to 8 ins.	10.00
1-yr., 8 to 12 ins.	12.50
2-yr., 8 to 12 ins.	15.00
Juniperus Sabina tamariscifolia	
1-yr., 6 to 8 ins.	17.50
1-yr., 8 to 12 ins.	22.50

Juniperus Sabina Von Ehron (Von Ehron)	
2-yr., 12 to 15 ins.	20.00
Juniperus Sylvester	
2-yr., 12 to 15 ins.	25.00
Juniperus Virginialis	
1-yr., 6 to 8 ins.	15.00
2-yr., 8 to 12 ins.	20.00

The same quality stock we have been offering the wholesale trade for the past 28 years.

Write for price list.

**BYERS NURSERY CO.,**  
Chase, Ala.

## BUDDLEIAS

Dubonnet, wine-red. Babcock, white. Strong 2½-in., \$12.00 per 100, \$110.00 per 1000. Free packing. Cash with order.

**BABCOCK GARDENS**  
Rt. 3, Jamestown, N. Y.

## BEDDED STOCK

1 yr. in the open.

	Per 100	Per 1000
<i>Euonymus alatus compactus</i> .....	\$20.00	\$180.00
<i>Ilex convexa</i> .....	20.00	180.00
<i>Ilex rotundifolia</i> .....	20.00	180.00
<i>Sarcococca Hookeriana</i> .....	25.00	250.00
<i>Taxus Andersoni</i> .....	20.00	175.00
<i>Taxus brevifolia</i> .....	20.00	175.00
<i>Taxus Brownii</i> .....	17.50	150.00
<i>Taxus canadensis stricta</i> .....	17.50	150.00
<i>Taxus capitata</i> , cutting grade.....	25.00	250.00
<i>Taxus cuspidata</i> .....	17.50	150.00
<i>Taxus Hatfieldi</i> .....	17.50	150.00
<i>Taxus Hickel</i> .....	17.50	150.00
<i>Taxus intermedia</i> .....	17.50	150.00

## SEEDLINGS AND TRANSPLANTS

	Per 100	Per 1000
<i>Abies Douglasii</i> , 2-yr. S.....	4.00	35.00
<i>Abies Nordmanniana</i> , 1-yr. S.....	10.00	90.00
<i>Acer palmatum</i> , 1-yr. S.....	6.00	50.00
<i>Acer palmatum</i> , 2-yr. S.....	7.50	65.00
<i>Acer palmatum atropurpureum</i> , 1-yr. S.....	22.50	200.00
<i>Acer palmatum atropurpureum</i> , 2-yr. S.....	32.50	300.00
<i>Ampelopsis Veitchii</i> , 1-yr. S.....	8.00	40.00
<i>Ampelopsis Veitchii</i> , 2-yr. T.....	15.00	125.00
<i>Chamaecyparis obtusa</i> , 2-yr. S.....	3.00	25.00
<i>Cornus florida</i> , 1-yr. S.....	6.00	50.00
<i>Cornus florida</i> , 2-yr. S.....	7.50	65.00
<i>Cornus xanthocarpa</i> , 2-yr. S.....	20.00	150.00
<i>Cryptomeria japonica</i> , 1-yr. S.....	2.00	20.00
<i>Cupressus Lawsoniana</i> , 2-yr. S.....	5.00	40.00
<i>Euonymus alatus</i> , 1-yr. S.....	3.50	30.00
<i>Euonymus alatus compactus</i> , 1-yr. S.....	5.00	40.00
<i>Ilex crenata</i> , 2-yr. S.....	10.00	90.00
<i>Picea canadensis</i> , 2-yr. S.....	3.50	30.00
<i>Picea Engelmannii</i> , 3-yr. S.....	5.00	40.00
<i>Picea excelsa</i> , 2-yr. S.....	2.50	20.00
<i>Picea pungens</i> , 2-yr. S.....	3.50	30.00
<i>Pinus austriaca</i> , 3-yr. S.....	7.00	60.00
<i>Pinus densiflora</i> , 3-yr. S.....	7.00	60.00
<i>Pinus Mugo</i> , Tyr. 3-yr. S.....	6.50	60.00
<i>Pinus resinosa</i> , 3-yr. S.....	7.00	60.00
<i>Pinus Strobus</i> , 3-yr. S.....	4.50	40.00
<i>Pinus sylvestris</i> , 3-yr. S.....	6.00	50.00
<i>Pinus Thunbergii</i> , 3-yr. S.....	6.50	60.00
<i>Syringa vulgaris</i> , 2-yr. S.....	4.00	30.00
<i>Taxus capitata</i> , 1-yr. S.....	5.00	40.00
<i>Taxus capitata</i> , 2-yr. S.....	6.00	50.00
<i>Taxus capitata</i> , T. 2-yr. S.....	16.00	150.00
<i>Taxus canadensis</i> , 2-yr. T.....	9.00	80.00
<i>Viburnum theifolium</i> , 1-yr. S.....	10.00	90.00

## HEAVY, FIELD-GROWN STOCK

Bare-root and ready for Cloverset pots and cash-and-carry trade.

	Per 100
<i>Acer palmatum atropurpureum</i> , 15 to 18 ins.....	\$400.00
<i>Acer platanoides</i> , 3 to 4 ft.....	40.00
<i>Cornus florida</i> , 2 to 3 ft. bushy.....	80.00
<i>Cornus florida rubra</i> , 18 to 24 ins.....	125.00
<i>Cornus Kousa</i> , 3 to 4 ft.....	100.00
<i>Juniperus Pfitzeriana</i> , 8 to 12 ins.....	65.00
<i>Juniperus Pfitzeriana</i> , 12 to 18 ins.....	75.00
<i>Taxus canadensis</i> , 12 to 18 ins.....	100.00
<i>Taxus canadensis</i> , 18 to 24 ins.....	150.00
<i>Viburnum theifolium</i> , 18 to 24 ins.....	60.00

The above stock has been several times transplanted. Special prices on large quantities. Full list on demand.

VERKADE'S NURSERIES, Wayne, N. J.

## LINING-OUT STOCK

Young, thrifty stock, bed-grown.

	6 to 8 ins.	8 to 12 ins.	12 to 18 ins.	24 ins.
<i>Buxus Harlandi</i> .....	\$10.00			
<i>Gardenia Mystry</i> .....	\$5.00	\$10.00	\$12.50	
<i>Gardenia stricta</i> .....				
<i>Jasminum primulinum</i> .....	10.00	12.50		
<i>Ligustrum lucidum</i> .....	7.50	10.00		
<i>Magnolia fuscata</i> .....	10.00	12.50	15.00	
<i>Magnolia alba</i> .....				
<i>Magnolia superba</i> .....				
<i>Magnolia soulangiana</i> .....				
<i>Magnolia nigra</i> .....	25.00	30.00	35.00	
<i>Nandina domestica</i> .....	7.50	10.00		
<i>Podocarpus sinensis</i> .....	10.00	12.50		
<i>Spiraea Reevesiana</i> .....				
<i>Xyloasma</i> , 3-in. pots.....	15.00	20.00		

## STEPHENS NURSERIES

Semmes, Ala.

## LINING-OUT STOCK

Nice, healthy, well-rooted stock.

Priced per 100.

	6 to 8 ins.	8 to 12 ins.	12 to 18 ins.
<i>Buxus Harlandi</i> .....	\$12.50	\$17.50	
<i>Buxus sempervirens</i> .....	12.50	17.50	
<i>Cedrus Deodara</i> .....	12.50	15.00	
<i>Elaeagnus Fruitlandii</i> .....	12.50	15.00	
<i>Eriobotrya japonica</i> (Loquat).....	12.50		
<i>Felicia</i> (Pineapple Guava).....	12.50	15.00	
<i>Gardenia Fortunei</i> .....	7.50	10.00	
<i>Gardenia Mystry</i> .....	7.50	10.00	
<i>Gardenia radicans</i> .....	7.50	10.00	
<i>Ilex cornuta</i> Burfordi.....	15.00	17.50	
<i>Ilex crenata</i> convexa (bullata).....	15.00	20.00	
<i>Ilex crenata</i> rotundifolia.....	15.00	17.50	
<i>Ilex vomitoria</i> (Yaupon).....	15.00	17.50	
<i>Magnolia grandiflora</i> .....	10.00	12.50	
<i>Osmanthus fragrans</i> .....	12.50	15.00	
<i>Retinospora ericoides</i> .....	10.00	12.50	

## BLACKWELL NURSERIES

Semmes, Ala.

Wholesale Only

## LINING-OUT STOCK

<i>Abelia Edward Goucher</i> , 15 to 18 ins.....	\$0.20
<i>Abelia grandiflora</i> , 15 to 18 ins.....	.15
<i>Asalea Hardy</i> , 6 to 8 ins.....	.15
<i>Asalea formosa</i> and <i>Ilacina</i> , 6 to 8 ins.....	.25
<i>Buxus sempervirens</i> , 6 to 8 ins.....	.20
<i>Buxus suffruticosa</i> , 6 to 8 ins.....	.20
<i>Candytuft</i> , 2 to 4 ins.....	.10
<i>Cedrus Deodara</i> , 6 to 8 ins.....	.10
<i>Cedrus Deodara</i> , 4 to 6 ins.....	.10
<i>Cherry-Laurel</i> , 15 to 18 ins.....	.20
<i>Cherry-Laurel</i> , 12 to 15 ins.....	.15
<i>Cherry-Laurel</i> , 10 to 12 ins.....	.12 1/2
<i>Confederate Jasmine</i> , 2-year vines.....	.17 1/2
<i>Cotoneaster Franchetti</i> , 10 to 12 ins.....	.20
<i>Elaeagnus Fruitlandii</i> , 8 to 10 ins.....	.15
<i>Euonymus microphyllus</i> (box), 6 to 8 ins.....	.20
<i>Euonymus patens</i> , 15 to 18 ins.....	.20
<i>Gardenia radicans</i> , 10 to 12 ins.....	.15
<i>Gardenia Mystry</i> , 12 to 15 ins.....	.20
<i>Ginkgo biloba</i> , 8 to 10 ins.....	.15
<i>Ilex Burfordi</i> , 12 to 15 ins.....	.20
<i>Ilex crenata</i> , 10 to 12 ins.....	.15
<i>Ilex crenata</i> rotundifolia, 6 to 8 ins.....	.15
<i>Ilex microphylla</i> , 6 to 8 ins.....	.20
<i>Jasminum floridum</i> , 12 to 15 ins.....	.20
<i>Jasminum floridum</i> , 10 to 12 ins.....	.15
<i>Juniper (Irish)</i> , 10 to 12 ins.....	.10
<i>Koeleruteria paniculata</i> (Golden-rain-Tree), 15 to 18 ins.....	.25
<i>Ligustrum (wax-leaved)</i> , 2-year seedlings, 15 to 18 ins.....	.15
<i>Ligustrum (wax-leaved)</i> , 12 to 15 ins.....	.12 1/2
<i>Ligustrum (wax-leaved)</i> , 10 to 12 ins.....	.10
<i>Mahonia Bealei</i> , 10 to 12 ins.....	.25
<i>Mahonia Bealei</i> , 8 to 10 ins.....	.20
<i>Nandina</i> , 6 to 8 ins.....	.15
<i>Pittosporum Tobira</i> , 15 to 18 ins.....	.25
<i>Retinospora ericoides</i> , 8 to 10 ins.....	.20
<i>Retinospora ericoides</i> , 6 to 8 ins.....	.15
<i>Sasanqua Camellias</i> , Cleopatra, 8 to 10 ins.....	.12 1/2
<i>Sasanqua Camellias</i> , Dawn, 8 to 10 ins.....	.15
<i>Thea Bohea</i> (Chinese tea plant), 10 to 12 ins.....	.15

Terms: Cash with order. Add extra for small orders that can be shipped parcel post prepaid. Large orders shipped express collect.

## CALVIN HARMAN NURSERY

Stovall, Ga.

## LINING-OUT EVERGREENS.

<i>Abelia grandiflora</i> , 1-year, T.....	\$15.00
<i>Abies balsamea</i> , 4 to 6 ins. X.....	15.00
<i>Abies Veitchii</i> , 4 to 6 ins. X.....	15.00
<i>Arborvitae Bakeri</i> , 10 to 14 ins. X.....	25.00
<i>Arborvitae bonita</i> , 2-year, T. large.....	25.00
<i>Arborvitae Boothii</i> , 4 to 6 ins. X.....	17.50
<i>Arborvitae Boothii</i> , 6 to 8 ins. X.....	22.50
<i>Arborvitae Colubula</i> , 4 to 6 ins. X.....	27.50
<i>Arborvitae elegantissima</i> , 6 to 8 ins. X.....	22.50
<i>Arborvitae globosa</i> , 6 to 8 ins. X.....	22.50
<i>Arborvitae nigra</i> , 4 to 6 ins. X.....	17.50
<i>Arborvitae pyramidalis</i> , 4 to 6 ins. X.....	17.50
<i>Arborvitae pyramidalis</i> , 6 to 8 ins. X.....	22.50
<i>Berberis Juliana</i> , 4 to 6 ins. X.....	18.00
<i>Berberis Juliana</i> , 6 to 8 ins. X.....	22.50
<i>Berberis Juliana</i> , 10 to 12 ins. X.....	35.00
<i>Buxus japonica</i> , 8 to 10 ins. X.....	17.50
<i>Buxus sempervirens</i> , 8 to 12 ins. X.....	27.50
<i>Buxus suffruticosa</i> , 4 to 6 ins. X.....	20.00
<i>Ilex convexa</i> Bullata, 4 to 6 ins. X.....	27.50
<i>Ilex crenata</i> , 6 to 8 ins. X.....	22.50
<i>Ilex rotundifolia</i> , 4 to 6 ins. X.....	17.50
<i>Juniper</i> , Andorra, 6 to 8 ins. X.....	22.50
<i>Juniperus Hetzi</i> glauca, 6 to 8 ins. X.....	22.50
<i>Juniperus Hetzi</i> glauca, 8 to 10 ins. X.....	25.00
<i>Juniper</i> , Irish, 6 to 8 ins. X.....	22.50
<i>Juniperus sylvatica</i> , 6 to 8 ins. X.....	22.50
<i>Juniperus Von Ehrh</i> , 14 to 16 ins. X.....	30.00
<i>Kalmia latifolia</i> , 1-year, trays, 2 to 8 ins.....	18.00
<i>Ligustrum lucidum</i> (spr.), 8 to 10 ins. X.....	22.50
<i>Ligustrum lucidum</i> (spr.), 8 to 10 ins. X.....	22.50
<i>Ligustrum lucidum</i> (upr.), 6 to 8 ins. X.....	25.00
<i>Osmanthus Aquifolium</i> , 8-in. pots.....	22.50
<i>Pyracantha C. Lalandi</i> , 2 1/4-in. pots.....	30.00
<i>Regel Privet</i> , 2-yr. beds.....	18.00
<i>Regel Privet</i> , 3-yr. beds.....	22.50
<i>Retinospora ericoides</i> , 6 to 10 ins. X.....	25.00
<i>Retinospora flaccida</i> , 6 to 8 ins. X.....	22.50
<i>Retinospora Goldust</i> , 8 to 10 ins. X.....	27.50
<i>Retinospora Juniperoides</i> , 4 to 6 ins. X.....	17.50
<i>Retinospora plumosa</i> , 6 to 8 ins. X.....	17.50
<i>Retinospora Squarrosa</i> Veitchii, 6 to 8 ins. X.....	22.50
<i>Taxus cuspidata</i> , 4 to 6 ins. X.....	17.50
<i>Taxus cuspidata</i> , 6 to 8 ins. X.....	22.50
<i>Taxus Halloran</i> , 4 to 6 ins. X.....	17.50
<i>Taxus Hatfieldi</i> , 4 to 6 ins. X.....	17.50
<i>Taxus Hickel</i> , 4 to 6 ins. X.....	17.50
<i>Taxus Jeffrey's</i> , 4 to 6 ins. X.....	17.50
<i>Taxus Jeffrey's</i> , 6 to 8 ins. X.....	22.50
<i>Weigela Briotol Ruby</i> , 2-year, T. beds.....	17.50

Write for our complete list of stock. 25 per cent cash on C.O.D. orders. Free packing.

## ESHAM'S NURSERIES

Millboro, Del.

## FIELD-GROWN EVERGREEN LINERS

Per 100 Per 1000

<i>Andorra Juniper</i> , 1-year.....	\$0.12 1/2	\$0.10
<i>Ashford Juniper</i> , 1-year.....	.12 1/2	.10
<i>6 to 12 ins.</i> .....	.12 1/2	.10
<i>2-year, 6 to 18 ins.</i> .....	.17 1/2	.15
<i>Fastigiata Juniper</i> , 1-year.....	.12 1/2	.10
<i>6 to 12 ins.</i> .....	.12 1/2	.10
<i>2-year, 6 to 18 ins.</i> .....	.17 1/2	.15
<i>3-year, 12 to 30 ins.</i> .....	.20	.17 1/2
<i>Greek Juniper</i> , 1-year.....	.12 1/2	.10
<i>6 to 12 ins.</i> .....	.12 1/2	.10
<i>Irish Juniper</i> , 1-year.....	.12 1/2	.10
<i>6 to 12 ins.</i> .....	.12 1/2	.10
<i>2-year, 6 to 18 ins.</i> .....	.17 1/2	.15
<i>Pfitzer Juniper</i> , 1-year.....	.17 1/2	.15
<i>6 to 12 ins.</i> .....	.17 1/2	.15
<i>Pfitzer Juniper compacta</i> , 1-year, 6 to 12 ins.....	.17 1/2	.15
<i>Sabina (Savin) Juniper</i> , 1-year, 6 to 12 ins.....	.12 1/2	.10
<i>Abelia grandiflora</i> , 1-year, 6 to 12 ins.....	.12 1/2	.10
<i>2-year, 8 to 18 ins.</i> .....	.12 1/2	.10
<i>Pink Flowering Dogwood</i> , 12 to 18 ins. bare root, 1-year, 75¢ each.....		
<i>Double-flowering Peaches</i> , 12 to 18 ins. 15¢; 18 to 24 ins. 17 1/2¢. Colors: Red, white, pink.....		

Red-grown Nandina seedlings, 3 to 4 ins. \$50.00 per 1000; 4 to 6 ins. \$75.00 per 1000.

## WHITE FLOWERING DOGWOOD

AMOR RIVER NORTH PRIVET

CALIFORNIA PRIVET

Write for catalog.

We offer you well-rooted, well-graded, well-packed stock, 50 or more plants at 100 rate; 300 or more at 1000 rate. No charge for packing when cash accompanies order. All orders will be appreciated and given prompt attention.

## NAUGHER NURSERY

Chase, Ala.

## QUALITY LINERS

Per 100 Per 1000

<i>3,000 Ampelopsis Veitchii</i> , 2-yr. TT, F.R.....	\$30.00	\$250.00
<i>5,000 Azalea mollis</i> , 2-yr. T.....	25.00	200.00
<i>5,000 Azalea mollis</i> , 3-yr. T.....	35.00	300.00
<i>1,800 Cornus kousa</i> , 1-yr. S.....		
<i>2 to 3 ins.</i> .....	5.50	45.00
<i>1,000 Euonymus radicans</i> , 2-yr. TT, F.R., 4 to 5 ins.....	35.00	300.00
<i>1,000 Euonymus radicans</i> carrier, 2-yr. TT, F.R., 4 to 5 ins.....	35.00	300.00
<i>1,000 Hydrangea P.G.</i> , 1-yr., 9 to 12 ins.....	15.00	140.00
<i>1,500 Hydrangea P.G.</i> , 2-yr. T.....	20.00	250.00
<i>3,000 Pieris japonica</i> , 1-yr. T.....	30.00	90.00
<i>1,000 Quercus borealis</i> , 1-yr. S.....	7.00	60.00
<i>2,000 Rosa rugosa</i> , 1-yr. S.....	5.50	45.00
<i>1,500 6 to 8 ins.</i> .....	8.50	75.00
<i>1,500 9 to 12 ins.</i> .....	12.50	110.00
<i>1,000 Wistaria sinensis</i> , 1-yr. S.....	4.50	35.00
<i>10,000 Rosa multiflora</i> , 2 to 3 mm.....	2.50	18.00
<i>10,000 Rosa multiflora</i> , grafting size.....	5.00	40.00
<i>5,000 Rosa rugosa</i> , 12 to 15 ins. T.....	25.00	200.00
<i>5,000 Rosa rugosa</i> , 15 to 18 ins. T.....	35.00	300.00
<i>2,500 Thuja occidentalis</i> , 2-year, TT.....	7.00	60.00

T—once transplanted

TT—twice transplanted

F.R.—field row

Samples mailed on request.

## BOULEVARD NURSERIES

Newport, R. I.

## WE GUARANTEE SATISFACTION

FROM THESE TOP-QUALITY LINERS!

Priced per 100.

(also available in potted liners)			
<i>Ilex crenata microphylla</i> ...	12.50	15.00	....
<i>Ilex crenata obtusifolia</i> ...	10.00	12.50	....
<i>Ilex vomitoria femina</i> ...	12.50	15.00	....
<i>Ligustrum lucidum compactum</i> .....	....	10.00	15.00
<i>Loquats</i> .....	....	12.50	15.00
<i>Magnolia fuscata</i> .....	10.00	12.50	17.50
<i>Myrsine fragrans</i> .....	12.50	15.00	....
<i>Photinia glabra</i> .....	10.00	12.50	....
<i>Photinia serrulata 4 to 6 ins.</i> .....	\$10.00	12.50	....
<i>Burnum odoratissimum 4 to 6 ins.</i> .....	....	10.00	12.50
	4 to 6 ins.	6 to 8 ins.	8 to 12 ins.
	6 ins.	8 ins.	12 ins.
			(22-yr.)



## LINING-OUT STOCK—Continued

LINING-OUT STOCK		Each
Abies Pinsapo, 3-in. pot.	.....	\$0.35
Daphne Cneorum, 2-in. pot.	.....	.20
Daphne odora, 2-in. pot, 1-yr.	.....	.25
Daphne odora, 3-in. pot, 2-yr.	.....	.45
Daphne Mesereum, 8-in.	.....	.07
4 to 6 in.	.....	.12
6 to 8 in.	.....	.15
8 to 10 in.	.....	.20
12 to 14 in.	.....	.30
12 to 15 in., br. and budded.	.....	1.25
Gentiana acaulis, single div.	.....	.12
Juniperus tamaricifolia, 4 to 6 in., X.	.....	.12
6 to 8 in., X.	.....	.15
8 to 10 in., br., X.	.....	.27
Japanese Maple, 2-yr., 8-in.	.....	.10
Norway Spruce, 3-in. pot, 10 to 12 in.	.....	.35
Pieris japonica, 4 to 6 in., br.	.....	.15
Thuja woodwardii globose.	.....	.15
8 to 10 in., br., X.	.....	.25
Viburnum Burkwoodi, 6 to 8-in.	.....	.25
1-year, potted	.....	.25
Raphiolepis ovata, 2-yr., T.	.....	.18

## FOUR STAR NURSERY

8215 238th., S.W. Edmonds, Wash.

## LINING-OUT STOCK

Per 100	6 to 8 in.	8 to 12 in.	2 1/2-in. pot
Cleyera Japonica, 1-in.	.....	.....	.....
2-yr., ST.	.....	.....	\$15.00
Ilex C. Burfordi	.....	\$15.00	\$17.50
Ilex cornuta Femina	.....	15.00	17.50
Ilex C. convexa	.....	.....	.....
(Bullata)	.....	12.50	15.00
Ilex C. rotundifolia	.....	10.00	12.50
Ilex glabra, CT.	.....	.....	15.00
Ilex opaca Howardi	.....	.....	17.50
Ilex opaca East Palatka	.....	.....	17.50
Osmanthus Fortunei	.....	12.50	15.00
Osmanthus fragrans	.....	12.50	15.00
Pyracantha formosana	.....	.....	17.50
Pyracantha C. Lalandi	.....	.....	17.50
Per 100	8 to 12 in.	12 to 18 in.	18 to 24 in.
Magnolia Soulangiana	.....	\$25.00	\$30.00
Write for our descriptive list of our complete offering of Camellias, Azaleas, Magnolias and other ornamentals.	.....	.....	.....

OVERLOOK NURSERIES, INC.  
Crichton Station Mobile, Ala.

## LARGE QUALITY LINERS

3 to 4 years, field-grown transplants.		Each	Each
		per 100	per 1000
Ilex crenata (Jap. Holly),	.....	.....	.....
12 to 15 in.	.....	\$0.65	\$6.55
Berberis Julianae, 10 to 12 in.	.....	.50	..
Juniperus chinensis Hetzel,	.....	.....	.....
12 to 15 in.	.....	.50	.45
Thuja occ. pyramidalis,	.....	.....	.....
12 to 15 in.	.....	.35	.30
Thuja occ. nigra, 12 to 15 in.	.....	.35	..
Thuja occ. plicata, 12 to 15 in.	.....	.35	..
Thuja occ. compacta,	.....	.....	.....
8 to 10 in.	.....	.35	.30
Cham. plumosa, 12 to 18 in.	.....	.35	..
Cham. plumosa aurea,	.....	.....	.....
12 to 15 in.	.....	.35	..

BULK'S NURSERIES  
Babylon, L. I., N. Y.

## LINING-OUT STOCK

Per 100	
Ilex crenata convexa, 3-in. pots.	.....\$20.00
Ilex crenata rotundifolia, 3-in. pots.	.....20.00
Ilex cornuta Burfordi, 3-in. pots.	.....20.00
Ilex vomitoria (Yaupon, female),	.....
3-in. pots	.....20.00
Ligustrum lucidum (wax-leaved),	.....
3-in. pots	.....15.00
*Pyracantha formosana, 3 1/2-in. pots.	.....30.00
Quercus sempervirens (Virginia Live Oak),	.....
2-yr. seedlings, 12 to 18 in.	.....10.00
Ready for field rows. No charge for packing.	.....
*Our Pyracantha is exceptionally nice. They are ready for containers or field, being well established in the pots with 10 to 15-in. top growth. Many of them have a few berries.	.....

GOLDSBORO NURSERY, GOLDSBORO, N.C.

## LINING-OUT STOCK

Liners grown one year in outside beds.		Per 100
Ilex rotundifolia,	.....	.....
4 to 6 in.	.....	\$ 8.00
6 to 8 in.	.....	10.00
8 to 12 in.	.....	12.50
12 to 15 in.	.....	17.50
Ilex crenata convexa, 4 to 6 in.	.....	10.00
Ilex crenata convexa, 6 to 8 in.	.....	12.50
Gardenia Mystery, 8 to 12 in.	.....	10.00
Gardenia Mystery, 12 to 18 in.	.....	12.50
Gardenia radicans, 6 to 8 in.	.....	7.50
Gardenia radicans, 8 to 12 in.	.....	10.00

WELCH BROS. NURSERY  
Wilmer, Ala.

PYRACANTHA COCCINEA LALANDI  
Hardy stock from selected fruiting plants.

Per 100	
2 1/2-in. pots, T., 6 to 8 in., br.	.....\$22.50
3-in. pots, TT., 8 to 10 in., br.	.....32.50
PYRACANTHA KASAN (supply limited).	.....
3-in. pots, TT., 6 to 8 in., br.	.....45.00
Free packing. Cash with order.	.....

BABCOCK GARDENS  
Rt. 3 Jamestown, N. Y.

## LINING-OUT STOCK

See our Classified ad in this issue under Evergreens.  
T. G. OWEN & SON, INC.,  
Columbus, Miss.

## ILEX ROTUNDIFOLIA.

2-in. rosepot, 1-yr., 4 to 6 in.	.....\$18.00 per 100
1 1/2-in. rosepot, 1-yr., 3 to 5 in.	.....15.00 per 100
FORSYTHIA LYNDWOOD GOLD.	.....
Rooted cuttings	.....12.00 per 100
2 1/2-in. pots	.....18.00 per 100

## CARYOPTERIS.

No. 1 field	.....30.00 per 100
Rooted cuttings	.....10.00 per 100

## PRIVET VIBURNUM.

2-in. pots	.....15.00 per 100
Rooted cuttings	.....10.00 per 100

EDWARD GILSON & SON NURSERY,  
U. S. Rt. 20, Perry, O.

## HEAVY, POTTED LINERS.

Berberis Julianae, 2 1/2-in. pots.	.....\$22.50
Juniperus Pfitzeriana, 2 1/2-in. pots.	.....15.00
Mahonia Bealei, 2 1/2-in. pots.	.....15.00
Ilex cornuta Femina, 2 1/2-in. pots.	.....17.50
Ilex cornuta Burfordi, 2 1/2-in. pots.	.....15.00
Ilex crenata convexa, 2 1/2-in. pots.	.....17.50
Ilex crenata Helleri, 2 1/2-in. pots.	.....25.00
Ilex crenata Repandens, 2 1/2-in. pots.	.....17.50
Ilex crenata rotundifolia, 2 1/2-in. pots.	.....15.00
Immediate delivery. Cash with order.	.....

ALCOVA NURSERIES, COVINGTON, GA.

## LINING-OUT STOCK.

Ilex convexa Bullata, 1-year, in flats.	.....\$150.00
2-year, bed-grown	.....250.00
Azaleas, hardy Kurumes, for lining-out;	.....
all sizes. Ask for complete list.	.....

DIRKMAAT AZALEA FARM,  
P. O. Box 453, 516 Stevens Ave.,  
Ridgewood, N. J.

## NEW DWARF RED BARBERRY

CRIMSON PYGMY	.....
From 2 1/2-in. pots, \$25.00 per 100, \$225.00	.....
per 1000.	.....
2-year, field, \$60.00 per 100, \$500.00 per 1000.	.....
Ask for general lining-out stock list.	.....

THE COTTAGE GARDENS  
Lansing 15, Mich.

## MAGNOLIAS

## MAGNOLIAS, HEAVY 2-YEAR,

CUTTING-GROWN.		12 to 18 in.	18 to 24 in.
Alexandrina	.....	\$0.35	\$0.40
Liliflora	.....	.30	.40
Nigra	.....	.30	.35
Pink Alba Superba	.....	.35	.40
Rustica Rubra	.....	.35	.40
Small-flowering Soul	.....	.35	.40
Soulangiana	.....	.35	.40
Grace McDade	.....	.40	.50

SEMMESE NURSERIES  
Semmes, Ala.

## ORIENTAL MAGNOLIAS

Magnolia rustica rubra, Magnolia Soulangiana and Magnolia Soulangiana nigra. All 2-year, nice, heavy liners that are sure to please. Can be shipped any time prior to February 15.

Per 100	
8 to 12 in., 2-yr. liners	.....\$25.00
12 to 18 in., 2-yr. liners	.....30.00
18 to 24 in., 2-yr. liners	.....35.00
2 to 3 ft., 2-yr. liners	.....45.00

BLACKWELL NURSERIES  
Semmes, Ala.  
Wholesale Only

## ORIENTAL MAGNOLIAS

Magnolia Soulangiana and Soulangiana nigra, bed-grown.	.....
8 to 12 in.	.....\$25.00
12 to 18 in.	.....30.00
18 to 24 in.	.....35.00
2 to 3 ft.	.....45.00

WELCH BROS. NURSERY  
Wilmer, Ala.

More customers for you!  
Over 8,000 subscribers, all active buyers, see your ad in the American Nurseryman.

## PEONIES

## PEONIES

Quantities available		3 to 2 to	5-eye 3-eye
Baroness Schroeder	.....	115	40
Bunker Hill	.....	190	70
Clairette	.....	20	..
Duchess of Portland	.....	70	15
Edulis Superba	.....	275	175
Felix Crouse	.....	235	109
Festiva Maxima	.....	230	145
Georgiana Shaylor	.....	40	..
Karl Rosefield	.....	85	55
Lady Alexander Duff	.....	92	83
L'Eclairante	.....	33	40
Longfellow	.....	95	70
Mme. de Verneville	.....	60	25
Mona Jules Elle	.....	715	195
Nippon Beauty	.....	30	48
Reine Hortense	.....	69	..
Samuel Hughes	.....	123	33
Sarah Bernhardt	.....	40	45
Solange	.....	6	40
Venus	.....	155	90

THE ENTIRE LOT ONLY:  
3 to 5-eye, 25c; 2 to 3-eye, 18c. Cut from young stock.

HILLENMEYER NURSERIES  
Lexington, Ky.

GRAFTED TREE PEONIES  
ATHA NURSERY, WEST LIBERTY, O.

## PHLOX

PHLOX SUBULATA (Creeping Phlox)  
Admiration, dainty pink with white eye.  
Alba, pure white flowers.  
Astro, deep orchid-rose.  
Blue Hill, showy pale blue.  
Butterfly, white with lilac blush, purple eye.  
Crimson Beauty, classy cyclamen-red.  
Sensation, pure pink with red eye.  
Nice liners with roots from field clumps.  
\$5.00 per 100, \$45.00 per 1000, prepaid.  
250 or more of a variety at 1000 rate.  
Properly packed and labeled, and shipped transportation prepaid. Cash, please.

TANGLEWOOD FARM  
Box 336-N Clinton, S. C.

## PHLOX SUBULATA (Creeping Phlox)

Alba, pure white flowers.  
Blue Hill, showy pale blue.  
Butterfly, white with lilac blush, purple eye.  
Crimson Beauty, classy cyclamen-red.  
Good-size, started transplants from field rows, \$10.00 per 100, \$95.00 per 1000, prepaid.  
250 or more of a variety at 1000 rate.  
Properly packed and labeled, and shipped transportation prepaid. Cash, please.

TANGLEWOOD FARM  
Box 336-N Clinton, S. C.

## HARDY PHLOXES.

Write for price list and special prices on large lots. A 14x21 color Phlox poster with orders of \$15.00 or more.  
MARVIN HOEZE, R. 2, LYNDEN, WASH.  
Growers of hardy Phloxes.

Start Your Offer Now  
in the American Nurseryman  
And Watch Sales Climb.

## RHODODENDRONS

GRAFTED HYBRID RHODODENDRONS.  
2000 2-year, bushy liners, excellent roots; 1-year, bedded and 1-year lathhouse-grown.  
Reds: Dresselhuys, Rutkers, Hettex, Caracacus, H. den Ouden, Van Der Hoop, Broeke, Poleman, E. S. Rand, Sargent.  
Pink: Roseum Elegans, White: Album Elegans, Leen Dark Purple, Parsons Glorioso and many others.

Hed-run, 10 to 15 in., \$1.75 each.  
100 or more plants, \$1.50 each.

Above shipped in beetle zone only.  
3000 1-year, bedded hybrid Rhododendron grafts: DR. H. C. DRESSELHUYS, excellent root system, 5 plants for \$4.50.

1500 AZALEA MOLLIIS, true to color, bedded; red, orange, yellow, rose; 10 to 12 in., \$1.50 each, bedded.

No beetle restriction. Express collect.

WINDY HILL NURSERIES,  
Dr. C. R. Shuster, Owner.

Wood St., Phone 32744, Saltsburg, Pa.

Watch Your Results From  
American Nurseryman Classified Ads.

## ROSEBUSHES

ROSEBUSHES  
2-year field-grown rosebushes for immediate or later shipment. All plants state inspected, dug and shipped fresh from our own fields. Tied in bundles of 10 of a grade and variety.

TERMS: Cash, or 10 per cent cash and balance C.O.D. Packing free.

PRICES

Lots of 100 to 500 Lots of 500 to 1000  
No. 1 grade, 30c ea. No. 1 grade, 27c ea.  
No. 1 1/2 grade, 23c ea. No. 1 1/2 grade, 20c ea.  
No. 2 grade, 18c ea. No. 2 grade, 16c ea.

RED YELLOW

Red Radiance Golden Charm  
Ami Quinard Soeur Therese  
Etoile de Hollande Yellow Tallman  
American Beauty Luxembourg  
Syracuse Lady Hillingdon  
Poinsettia Golden Dawn

Better Times Mrs. Pierre S. du Pont  
E. G. Hill TWO-TONE  
Francis Scott Key Betty Upchurch  
PINK TALLMAN

Pink Radiance Pres. Hoover  
Mrs. Chas. Bell Condesa de Santiago  
Editor McFarland Nellie Perkins  
Shell Radiance Girona

Columbia CLIMBERS  
Cynthia Blase  
Briarcliff Primrose  
Doctor Caledonia

POLYANTHAS and Pres. Hoover  
FLORIBUNDAS Red Radiance  
Pink Brunner Pink Radiance  
Chatillon Paul's Scarlet

Eblouissant Mrs. P. S. du Pont  
Katharina Zeimet Tallman  
Golden Salmon White American  
Red Ripples Beauty

Poinsettia Poinsettia  
Red Lafayette Yellow Tallman  
Floradora Golden Charm

WHITE  
Frau Karl Druschki Red Tallman  
Kaisa A. Viktoria Marechal Niel  
Caledonia Kaisa A. Viktoria

Konigan Luise White American  
Beauty

Box 625 WELLS BROS. NURSERY  
Lindale, Tex.

Phone 12FW

## HIGHEST QUALITY, FIELD-GROWN ROSES.

No better or cleaner stock than Krider Roses. Properly fertilized, well-sprayed and dusted during growing season makes them vigorous and disease-free. Ideal for potting. Order now for immediate or later delivery. Satisfaction guaranteed.

RED	TWO-TONED
Etoile de Hollande	Condesa de Santiago
McGregory's Scarlet	Countess Vandal
Poinsettia	Tallman
Rouge Mallerin	YELLOW
Crimson Glory	Golden Dawn
WHITE	Mrs. P. S. du Pont
K. A. Viktoria	Yellow Condesa
Koenigin Luise	Eclipse
F. K. Druschki	POLYANTHAS
PINK	Golden Salmon, salmon
Editor McFarland	Orleans, pink
Picture	Edith Cavell, red
Radiance	CLIMBING
The Doctor	Blaze, red
FLORIBUNDAS	Gold Rush, yellow
Floradora, orange	Amer. Beauty, red
Red Ripples, red	Tallman, two-tone
Chateau, scarlet	Paul's Scarlet, scarlet
Imp. Lafayette, red	New Dawn, pink

Priced	Per 10	Per 100	Per 1000
2-year, No. 1	\$5.50	\$50.00	\$450.00
2-year, No. 1 1/2	4.50	37.50	350.00

Patented Tea Roses	10	100
Chrysler Imperial, red	\$14.00	\$120.00
Festival, red thornless	10.00	85.00
Mirandy, dark red	10.00	80.00
Peace, yellow and pink	14.00	125.00
Sutter's Gold, deep gold	11.00	100.00
Buccaneer, canary yellow	11.00	105.00
Helen Traubel, two-tone pink	14.00	120.00
Gen. Eisenhower, red	12.50	100.00
Mojave, orange	13.00	130.00

FLORIBUNDA ROSES	10.00	90.00
Fashion, pink-gold	10.00	90.00
Goldlocks, flesh and gold	9.00	75.00
Red Pinocchio, deep red	9.00	75.00
Pinocchio, pink	9.00	75.00
Libbet, salmon	11.00	95.00
Ma Perkins, pink	10.00	90.00

## THE KRIDER NURSERIES, INC., Middlebury, Ind.

**ROSEBUSHES**  
No BETTER Rosebushes can be had from any source at any price. A trial order will convince the most skeptical. Roses may be shipped now or later.

RED	WHITE
Red Tallman	White American
Better Times	Beauty
Red Radiance	Caledonia
Etoile de Hollande	K. A. Viktoria
Syracuse	Koenigin Luise
Rouge Mallerin	F. K. Druschki
Grenoble	POLYANTHAS
Poinsettia	Baby Chateau
Ami Quinard	Ideal
Chas. K. Douglas	Golden Salmon
PINK	Kirsten Fouslen
Betty Uprichard	Red Lafayette
Editor McFarland	Mrs. M. M. Finch
Columbia	Red Ripples
Pink Radiance	Flora Dora
Mrs. Chas. Bell	Orange Triumph
Doctor	CLIMBERS
Contrast	Blaze
Numa Fay	Cecile Brunner
TWO-TONE	Tallman
Tallman	Rouge Mallerin
Pra. Hoover	Paul's Scarlet
E. N. Perkins	Red Radiance
Condesa de Santiago	Caledonia
YELLOW	Mrs. P. S. du Pont
Golden Charm	Pink Radiance
Golden Dawn	Golden Charm
Golden Ophelia	Red Tallman
Sœur Therese	Red American Beauty
Luxembourg	New Dawn
Betty Grace Clark	
Golden Santiago	

PRICES: Bare-root, F.O.B. Overton, Tex.	Per 100	Per 1000
No. 1	27c ea.	23c ea.
No. 1 1/2	27c ea.	23c ea.
No. 2	18c ea.	15c ea.

INDIVIDUALLY WRAPPED, paraffin dipped, with picture tag for counter trade. 15c extra per bush. 3 in 1. No. 2, at 75c per pack. Cash with order, or 25 per cent deposit and balance C.O.D.

## NEW LONDON ROSES Overton, Tex.

THORNY ROSA MULTIFLORA.	Per 100	Per 1000
We have about 750,000 very nice, upright seedlings, grown under irrigation.		
2 to 3 mm. caliper	\$10.00	per 1000
3 to 6 mm. caliper	16.00	per 1000
6 to 12 mm. caliper	30.00	per 1000
Bed-run, 2 mm. up	12.50	per 1000

10 per cent off on orders of 10,000 or more. No packing charge. F.O.B. Vandalia, Ill.

## MESTEL NURSERY Route 2, Vandalia, Ill.

## ROSEBUSHES 2-yr. plants.

Grown, graded and packed to perfection. Complete assortment of varieties.  
**WRITE TODAY FOR PRICES AND BOOK YOUR REQUIREMENTS NOW!**  
ROSEMONT NURSERIES  
D. L. Thompson, Owner  
Dept. A, Tyler, Tex.

**ROSA MULTIFLORA**  
Rooted cuttings for budding.  
De-eyed for better root system.  
\$22.00 per 1000.  
Rooted cuttings for Multiflora hedging.  
Cut back to 18 ins.  
\$22.50 per 1000.  
Special prices on quantity orders.  
**FELIX ZAMPINI & SONS**  
Rosa growers Painesville, O.

30,000 ROSEBUSHES.  
2-year, quality plants.  
25 of the better standard varieties.  
All plants state inspected  
and still in the field.  
Hybrid Tea, Floribundas and Climbers.  
Special price for the entire field.  
D. R. BULLARD, GROWER,  
1119 East Elm, Tyler, Tex.  
Phone 2-0643.

**ROSA MULTIFLORA JAPONICA.**  
Strong 8-in. well-rooted, 1-year, de-eyed cuttings, suitable for budding. A vigorous mildew resistant strain. \$30.00 per 1000. Sample on request.

MELVIN E. WYANT.  
Rose Specialist, Inc.,  
Mentor, O.

**NORTHERN OHIO GROWN ROSES**  
Naturally Matured—Conscientiously Handled  
If you have not as yet received it, ask for our list of Hybrid Teas, Floribundas and Climbers in the newest and best varieties.  
For 30 years a consistently reliable source of finer roses.

GERARD K. KLYN, Inc.  
Mentor, O.

**ROSES**  
KISSED BY THE BREEZES OF LAKE ERIE, GROWN IN THE BEST LOCATION IN THE NATION, WHICH GIVES THE FINEST MATURED ROSEBUSHES.  
Write today for variety and price list.  
Rosa growers for 34 years.  
**FELIX ZAMPINI & SONS**  
Painesville, O.

**ROSA MULTIFLORA SEEDLINGS.**  
We have 500,000 surplus, excellent crop Rosa multiflora, 2 to 6 mm. Write for prices stating quantity and size, or special price on row run, with guarantee of count and size and ask for samples, or call and inspect.  
**BROWNELL ROSES,**  
Little Compton, R. I.

ROSA RUGOSA.	100	1000
2000 1-year seedlings	\$5.50	\$45.00
1500 6 to 8 ins.	8.50	75.00
1500 9 to 12 ins.	12.50	110.00
5000 12 to 15 ins.	25.00	200.00
5000 15 to 18 ins.	35.00	300.00

**BOULEVARD NURSERIES**  
Newport, R. I.  
ARP-GROWN ROSEBUSHES, beautifully packaged for display or direct-to-garden mail order and bare-root for landscape. Service to nurseries for 33 years. Write for price list.  
**ARP NURSERY CO., WHOLESALE GROWER,** Box 867-A, Tyler, Tex.

**ROSEBUSHES**  
Good roses will not be in over supply. Early bookings are indicated. List now ready. Send for your copy today.  
**MARTIN'S ROSE NURSERY**  
P. O. Box 155 Tel.: 713 Arp, Tex.

**FINE NO. 1 1/2 ROSES**  
No. 1 in many varieties.  
Ask for our surplus.  
**WATERS & SON**  
1263 West A St. Ontario, Calif.

**ROSEBUSHES:** Good assortment. No. 1, 30c. No. 1 1/2, 24c. No. 2, 18c in lots 400 and up. List on request. **TATE NURSERY,** Rt. 3, Tyler, Tex. Since 1935.

## ROSE STOCK

**ENGLISH MANETTI.**  
6 to 9 mm., for grafting or budding.  
\$36.00 per 1000. F.O.B. Nursery, England.  
**PARMENTIER'S ROSES**  
Bayport, L. I. N. Y.

Small Ads Do Great Things in the American Nurseryman Classified Section.

## SEEDS

**1954 CROP**  
American Holly berries, \$1.00 per lb.; 10 lbs. or more, 90c per lb.

**DECIDUOUS HOLL (ILEX DECIDUA).**  
A beautiful ornamental plant with brilliant red berries all winter; also a wonderful understory for all varieties of American Holly, due to its massive root system which greatly increases growth and insures greater livability in transplant. Berries, \$1.25 per lb. Orders less than \$5.00, please add 50c for postage. All other orders prepaid.

**WARREN AND SON NURSERY**  
Rt. 11, Box 512  
Oklahoma City, Okla.

**NANDINA SEED** from heavy bearing stock, \$1.50 per lb.; 25 lbs. or more, \$1.35 per lb. Check with order, please. F.O.B.  
**ANDREWS' NURSERY**  
P. O. Box 442 Chapel Hill, N. C.

## SHRUBS AND TREES

**ROOTED CUTTINGS**  
TRANSPANTED IN FLATS.  
Per 100 Per 1000  
Azalea Hino Crimson,  
4 to 6 ins. \$15.00 \$125.00  
Azalea Hinoegiri, 4 to 6 ins. 15.00 125.00  
Pieris japonica, 4 to 6 ins. 15.00 125.00

**ROOTED CUTTINGS**  
1-YR. BEDDED.  
Buxus sempervirens, 4 to 6 ins. 10.00 90.00  
Euonymus patens, 5 to 8 ins. 10.00 90.00  
Ilex Bullata, 4 to 6 ins. 10.00 85.00  
Ilex crenata, 5 to 8 ins. 10.00 90.00  
Ilex rotundifolia, 5 to 8 ins. 12.00 100.00  
Juniper, Andorra, 4 to 8 ins. 12.00 100.00  
Juniperus hibernica, 5 to 8 ins. 10.00 90.00  
Juniper, Pfitzer, 4 to 6 ins. 12.00 100.00  
Juniperus stricta, 4 to 6 ins. 12.00 100.00  
Pachysandra, 4 to 6 ins. 4.00 35.00  
Retinospora plumosa aurea,  
6 to 8 ins. 10.00 90.00  
Retinospora plumosa,  
6 to 8 ins. 10.00 90.00  
Taxus brevifolia, 4 to 6 ins. 10.00 90.00  
Taxus cuspidata, 4 to 6 ins. 10.00 90.00  
Taxus Hatfieldi, 4 to 6 ins. 10.00 90.00  
Taxus Hicksi, 4 to 6 ins. 10.00 90.00  
Taxus repens, 4 to 6 ins. 12.00 100.00  
Thuja globosa, 5 to 8 ins. 10.00 90.00  
Thuja nigra, 4 to 6 ins. 10.00 90.00  
Thuja Verveneana, 5 to 8 ins. 12.00 100.00

**TRANSPLANTS.**  
Thuja occidentalis, 5 to 8 ins. 10.00 90.00  
Picea excelsa, 6 to 8 ins. 6.00 50.00  
Picea canadensis, 10 to 15 ins. 15.00 140.00  
Picea pungens glauca,  
4 to 6 ins. 7.00 60.00  
Picea, white spruce, 6 to 8 ins. 6.00 50.00  
Tuga canadensis, 5 to 8 ins. 10.00 95.00  
Tuga canadensis, 8 to 10 ins. 15.00 140.00  
Tuga canadensis, 10 to 12 ins. 20.00 190.00

**1-YEAR SEEDLINGS.**  
Acer palmatum, 6 to 8 ins. 4.00 35.00  
Cornus florida, 6 to 15 ins. 4.00 35.00  
Cornus Kousa, 6 to 12 ins. 4.00 35.00  
Taxus capitata, 4 to 6 ins. 4.00 35.00  
Taxus capitata (transplants), 6.00 50.00

**2-YEAR SEEDLINGS.**  
Berberis atropurpurea,  
4 to 6 ins. 5.00 40.00  
Douglas Fir, 3 to 5 ins. 4.00 35.00  
Ilex crenata, 4 to 6 ins. 10.00 90.00

**3-YEAR SEEDLINGS.**  
Balsam Fir, 3 to 5 ins. 4.00 35.00  
Picea excelsa, 4 to 6 ins. 3.50 25.00  
Picea pungens glauca,  
4 to 6 ins. 4.00 35.00  
Picea, White Spruce, 4 to 6 ins. 3.50 25.00  
Pinus Strobus, 4 to 6 ins. 3.50 25.00  
Pinus sylvestris, 4 to 6 ins. 3.50 25.00  
Pinus, white Mugo, 3-in. 4.00 30.00  
Thuja occidentalis, 3 to 4 ins. 5.00 40.00  
Thuja orientalis, 3 to 4 ins. 3.50 30.00  
Tuga canadensis, 3 to 4 ins. 6.00 50.00  
Tuga caroliniana, 3 to 4 ins. 6.00 50.00

**1-YEAR TRANSPLANTS.**  
Azalea Hinoegiri \$30.00  
Azalea Hino Crimson 30.00  
Azalea mollis 15.00  
**VAN DINE NURSERY**  
Berden Ave., Preakness, N. J.

**FLOWERING CRAB APPLES**  
Crimson Brilliant (patent No. 839): 4 to 5 ft., 2-year trees, \$3.50 each; 3 for \$9.75; \$35.00 per doz.  
1-year budded: Aldenham, atrosanguinea, Eley, floribunda, Hops, micromalus, purple, Scheidecker, toringoides, 3 to 4 ft., 80c; 4 to 5 ft., \$1.00; 5 to 6 ft., \$1.25. Whips 25 per cent less.  
1-year budded: Arnold, Doigo, floribunda, huphensis, Parkman, Spec. alba plena, Zumi calocarpa, 2 to 3 ft., 70c; 3 to 4 ft., 80c; 4 to 5 ft., \$1.20. Whips 25 per cent less.  
Sargent: 2 to 3 ft., 90c; 3 to 4 ft., 1.10; 4 to 5 ft., 1.20. Whips 25 per cent less.  
Newer varieties: Almey, B. Jacki, B. mandshurica, Bob White, Charlotte, Dorothea, Evelyn, Irene, Katherine, Kingamere, Lemone, Magdeburg, Marshall Oyama, Nieuwlandiana, Patricia, Prince Georges, Purple Wave, Redfield, Redford, Sargent, Spec. Rival, Van Eseltine, Arn. Arb. 19039, Arn. Arb. 33340, Morden 19-27, Morden 19-85, Morden 457, VC-4, Ill. loensis 825, 18 to 24 ins., 80c; 2 to 3 ft., \$1.00; 3 to 4 ft., \$1.35; 4 to 5 ft., \$1.65; 5 to 6 ft., \$1.90. Whips 25 per cent less.  
1-year root grafts, all whips: Almey, Dorothea, floribunda, Katherine, Purple Wave, Redfield, Spec. Rival, Spec. alba plena, Van Eseltine, 12 to 18 ins., 40c; 18 to 24 ins., 50c; 2 to 3 ft., 65c; 3 to 4 ft., 80c; 4 to 5 ft., 95c; 5 to 6 ft., \$1.10.  
**THUNDERCLOUD PURPLE-LEAVED PLUM:** Tree form, 3 to 4 ft., 75c; 4 to 5 ft., 90c; 5 to 6 ft., \$1.10; 6 to 7 ft., \$1.35.  
**CORNUS KOUSA CHRENSIS:** 2-year seedlings (bare-root), 2 to 3 ft., \$1.00; 3 to 4 ft., \$1.50; 4 to 5 ft., \$2.00.  
Packing additional at cost. For less than 10 of a kind, add 10 per cent.

**SIMPSON ORCHARD CO.**  
Box 88 Vincennes, Ind.

## BABYLONICA WEeping WILLOW.

Nice uniform, sturdy stock.  
4 to 5-ft. trees, 50c each.  
6 to 8-ft. trees, \$1.00 each.  
8 to 10-ft. trees, \$1.25 each.  
Cash with order.  
Shipment now or spring.

**MAYO BROS. NURSERIES**  
Pittsford, N. Y.

## SHRUBS and TREES—Continued

SHRUBS and TREES.		100
Azalea mollis, 3-yr. T., heavy, sheared, bushy; 12 to 15 ins.		\$70.00
3-yr., 10 to 12 ins.		55.00
2-yr., lining-out stock		10.00
2-yr., 6 to 10 ins.		20.00
2-yr., 8 to 10 ins. bushy		25.00
2-yr., 10 to 12 ins.		35.00
Hlex convexa, 2-yr. T., heavy, sheared, bushy; 6 to 8 ins.		20.00
2-yr., 8 to 10 ins.		30.00
2-yr., 10 to 12 ins.		40.00
Thuja occ., compacta and globosa, 2-yr. T., 6 to 8 ins.		10.00
2-yr. T., 8 to 10 ins.		15.00
Euonymus vegetus, 2-yr. T., lining-out		10.00
8 to 12 ins.		20.00
Syringas (French Lilac): Florence Stepmann, Rhum Von Hortenstein, Michel Buchner, Hugo de Vries, Ludwig Spaeth, Souv. de Ludwig Spaeth, Pres. Greys, Charles X. Hugo Koester, Mme. Lemoine, Charles Joly		
10-in. up, 1-yr. buds, branched		\$20.00
1 to 2 ft., 1-yr. buds, branched		30.00
12 to 15 ins., 2-yr. buds, bushy		40.00
15 to 18 ins., 2-yr. buds, bushy		55.00
18 to 24 ins., 2-yr. buds, bushy		70.00
2 to 3 ft., 2-yr. buds, bushy		85.00
Ligustrum Amur River, 5 canes up, 18 to 24 ins.		13.00
2 to 3 ft.		17.00
3 to 4 ft.		25.00
Ligustrum ovalifolium, heavy, 3 ft.		15.00
Berberis thunbergii atropurpurea, 2-yr. transplants		10.00
Buxus sempervirens, 2-yr. transplants		10.00
Pyracantha coccinea Lalandi, 1-yr. transplants		17.50
Rhododendron hybrids, seedlings, 1-yr. transplants		35.00
Ligustrum ovalifolium, 1-yr. transplants		2.50
Taxus Hickel, 1-yr. transplants		15.00
Taxus cuspidata, 1-yr. transplants		15.00
Hlex opaca, 1-yr. transplants		35.00
Terms: Cash with order, or cash on pack- ing, or one fourth cash with order, balance before shipping or C.O.D.		

LITTLE MOUNTAIN VIEW NURSERY,  
R.D. 1, Rt. 84, Mentor, O.

SHRUBS and TREES.		100	1000
Abelia grandiflora, 6 to 8 ins.	\$ 7.50	\$ 60.00	
8 to 12 ins.	10.00	80.00	
12 to 18 ins.	20.00	175.00	
18 to 24 ins.	30.00	300.00	
2 to 3 ft., B&B.	75.00	700.00	
Nandinas, 15 to 18 ins., B&B.	75.00		
18 to 24 ins., B&B.	100.00		
24 to 30 ins., B&B.	125.00		
30 to 36 ins., B&B.	150.00		
Mimosas, branched, 4 to 8 ft.	50.00		
5 to 6 ft.	75.00		
6 to 8 ft.	100.00		
Juniper, Andorra, 6 to 8 ins., field-grown	10.00	90.00	
8 to 12 ins., field-grown	12.00	110.00	
18 to 24 ins., B&B.	100.00		
24 to 30 ins., B&B.	125.00		
Juniperus Hetzi, 18 to 24 ins., B&B	125.00		
24 to 30 ins., B&B.	150.00		
Juniperus Sabina, 6 to 8 ins., field-grown	10.00	90.00	
8 to 12 ins., field-grown	12.00	110.00	
18 to 24 ins., B&B.	100.00		
24 to 30 ins., B&B.	125.00		
California Privet, 6 to 12 ins.	20.00		
12 to 18 ins.	30.00		
18 to 24 ins.	40.00		
2 to 3 ft.	50.00		
3 to 4 ft.	75.00		
Spiraea Vanhouttei, 12 to 18 ins.	7.50	60.00	
18 to 24 ins.	10.00	90.00	
2 to 3 ft.	15.00	140.00	
3 to 4 ft.	25.00	225.00	
Cherry-Laurel, 4 to 6 ins.	5.00	30.00	
6 to 8 ins.	6.00	35.00	
8 to 12 ins.	7.00	45.00	
12 to 15 ins.	8.00	60.00	
Roses, standards, No. 1.	35.00	300.00	
No. 1 1/2	30.00	275.00	
No. 2	25.00	200.00	
50 varieties patented			
Roses. Prices on request. CASH, PLEASE.			

BLUE SPRING NURSERY,  
Rt. 1, Box 704, Huntville, Ala.  
Robert L. Bradford.

SHRUBS, TREES and PERENNIALS.		(2-year cutbacks.)	Per 1000
2000 Salix purpur. nana, 24 to 30 ins.			\$165.00
5500 Salix purpur. nana, 18 to 24 ins.			150.00
4000 Salix purpur. nana, 15 to 18 ins.			137.50
3500 Salix purpur. nana, 12 to 15 ins.			125.00
300 Philadelphus Atlas, 2 to 3 ft.			300.00
1000 Phil. virginialis, 2 to 3 ft.			200.00
5000 Phil. virginialis, 18 to 24 ins.			150.00
1000 Phil. virginialis, 3-yr., 2 to 3 ft.			200.00
300 Phil. Innocence, 3 to 4 ft.			300.00
500 Phil. brachybotrys, 3 to 4 ft.			250.00
3000 Forsythia spect., 2 to 3 ft.			200.00
4500 Fors. spect., 18 to 24 ins. (lo)			125.00
300 Populus ital. nigra, 6 to 7 ft.			150.00
250 Populus ital. nigra, 5 to 6 ft.			135.00
750 Populus ital. nigra, 4 to 5 ft.			125.00
540 Populus ital. nigra, 3 to 4 ft.			100.00
500 Stachys grandiflora, field-grown			100.00
400 Hosta lancifolia var., field-grown			120.00
100 Yucca filiformis var., field-grown			250.00
100 Polygonum glif. var., field-grown			200.00
Pack at cost. Samples on request. NET.			
ELAN MEMORIAL PARK NURSERY, 116 E. Front St., Berwick, Pa.			

## FIELD and BED LINERS.

Lath shade, irrigated, all plants were topped back to about 5 ins. during past June. Repeat orders from our old customers are proof of quality. Per 100

600 Taxus nana grandifolia, 8 to 12 ins., 2-yr. X.	\$27.50
300 Taxus nana femina, 8 to 12 ins., 2-yr. X.	27.50
400 Taxus cuspidata, 6 to 10 ins., 2-yr. X.	25.00
300 Taxus Jeffrey's Pyramidal, 6 to 10 ins., 2-yr. X.	25.00
300 Taxus, Vermeulen, 6 to 10 ins., 2-yr. X.	25.00
400 Juniper Pfister compacta, 4 to 8 ins., 2-yr. X, heavy.	27.50
400 Hlex rotundifolia, 6 to 10 ins., 1-yr. X, very heavy.	20.00
100 Hlex crenata, 6 to 10 ins., 1-yr. X.	20.00
250 Hlex crenata, 6 to 10 ins., 1-yr. X.	20.00

This stock will please the salesyard operator. Will handle nicely, bare-root and suitable for potting. Excellent for screening work on city lot. Add 30c each for B&B and load your truck.

Hicks Yew, bare-root, sheared annually.	
200 12 to 15 ins., 6-yr. XX.	Each, \$1.20
100 15 to 18 ins., 6-yr. XX.	Each, 1.70
600 Abelia grandiflora, 18 to 24 ins., 2-yr., br. only	100, 35.00

FINISHED STOCK B&B  
Buyer must pick up at our nursery.  
Abelia grandiflora, 150 2 to 3 ft. \$1.50 each  
Taxus media Hickel, 8-yr. 2.50 each  
200 15 to 18 ins. 3.00 each  
500 18 to 24 ins. 3.00 each  
Spiraea Vanhouttei, 2-yr. 2-yr.  
600 18 to 24 in. min. to 2 1/2 ft. max. 100.  
All priced F.O.B. Bridgeville. No charge for packing when paid upon confirmation of order. Bare-root shipments by RR Exp. unless instructed otherwise. We do not ship B&B.

SUSSEX NURSERY,  
Bridgeville, Del.

ORNAMENTALS, HEAVY BED-GROWN		4 to 6 ins.	6 to 8 ins.	8 to 12 ins.
Buxus Harlandi	\$0.10			
Buxus sempervirens	10			
Cleyera japonica	12 1/2	15	\$0.17 1/2	
Nandina, ST	10	12 1/2		
6 to 8 ins.	8	12 to 18		
Elaeagnus Fruitlandi	\$0.12 1/2			
Elaeagnus pungens	12 1/2	15		
Eurya japonica	12 1/2	15	\$0.17 1/2	
Feljoa Sellowiana	10	12 1/2		
Flowering Cherry		20		
Hlex Cassine		12 1/2	15	17 1/2
Hlex rotundifolia	12 1/2	17 1/2	20	
Jasminum		10	12 1/2	15
primulinum	10	12 1/2	15	
Cherry-Laurel, ST	10	12 1/2	15	
English Laurel	10	12 1/2	15	
Ligustrum ciliatum		10	12 1/2	15
var.	10	12 1/2	15	
Ligustrum Erectum	10	12 1/2	15	
Ligustrum japonicum	10	12 1/2	15	
Ligustrum repandum	10	12 1/2	15	
Photinia glabra	10	12 1/2	15	
Viburnum odoratis-		10	12 1/2	15
simum	10	12 1/2	15	
Retinospora ericoides	10	12 1/2	15	
Magnolia fuscata	12 1/2	15		
Hlex cornuta		15	20	
Burfordi		15	20	

## POTS

Euonymus	\$0.15
Hlex cornuta Burfordi, 2 1/2-in., 2-yr.	20
Hlex cornuta, 2 1/2-in., 2-yr.	20
Jasminum Floridum, 2 1/2-in., 2-yr.	15
Oleanders, red, 3-in.	17 1/2

SEMMES NURSERIES  
Semmes, Ala.

SEEDLINGS and TRANSPLANT VALUES  
MULTIFLORA ROSE (Rosa multiflora japonica), Thorny, upright type, propagated from mature midwest fences.

Our stands have never been better and with our irrigation and fertilization program, we have produced exceptionally fine plants this year. Each year we grow several million seedlings and every year for the past 10 years we have been short of the spring. We urge you to cover your requirements promptly.

2/16 to 3/16-in. cal., 10 to 15 ins.	\$15.00 per 1000
3/16 to 1/4-in. cal., 15 to 18 ins.	22.00 per 1000
1/4 to 3/8-in. cal., 18 to 24 ins.	35.00 per 1000
Plants top and root trimmed prior to shipping.	

PRUNUS AMERICANA, seedlings, 2/16 to 3/16-in. cal., 12 to 15 ins.	\$20.00 per 1000
3/16 to 1/4-in. cal., 15 to 18 ins.	30.00 per 1000
1/4 to 3/8-in. cal., 18 to 24 ins.	50.00 per 1000
THUJA ORIENTALIS, ROCHESTER STRAIN	

Seed collected from plantation trees at Soil Conservation Nursery. One of best plants for screening that we know of. Fast grower; can be trimmed to hedging size of 3 feet.

4 to 6-in. seedlings.	\$20.00 per 1000
JUNIPERUS VIRGINIANA, produced form.	
J. VIRGINIANA GLAUCA seed, definitely a better colored, more compact type.	
12 to 15 ins., 12 to 15 ins.	\$25.00 per 1000
Priced F.O.B. Elsberry. No packing charge.	
FORREST KEELING NURSERY Elsberry, Mo.	

## NURSERY STOCK.

Only and last offer!

Per 100

TREE PEONIES		Per 100
75 Souv. de Maxime Cornus, double.	\$160.00	
10 Satin Rouge, double	160.00	
35 Abraham Lincoln	140.00	
50 Beauty of Tokio	140.00	
15 Georges Paul	140.00	
2000 Forsythia LYNDWOOD GOLD.		
1-yr., c. 2 br. up, 18 to 24.	18.00	
1000 Hypericum HICOCOTE, 2-yr., c. 12 to 15, bushy	28.00	
125 Hedera BALTICA, bushy, 18 to 24	30.00	
300 Hedera BALTICA, bushy, 2 to 2 1/2	40.00	
250 Spiraea COCCINEA, 2-yr., 10 to 12	25.00	
2000 Symphoricarpos WHITE HEDGE, tr. c. bushy, 10 to 12.	16.00	
2000 Syringa Mme. Stepmann, single white, 2-yr., gr., 18 to 24.	45.00	
2 to 3 branches.	22.00	
2000 Weigela, 2-yr., t.c. 2 to 2 1/2 ft.	18.00	
1000 Weigela, 2 1/2 to 3 1/2, heavy	23.00	
2000 Weigela, 1-yr., c. liners, 12 to 18	11.00	
Cornus Spaethi aurea, t. layers, 18 to 24	23.00	
2000 French lilacs, all varieties and choice var., gr., 15 to 18.	22.00	
1000 Viburnums, Burkwoodi, Carlesii; Rhododendrons, 1-yr. grafts	42.00	
Excellent, well-rooted and strong plants, 250 or more	38.00	
2-yr., gr., 250 or more	65.00	
F.O.B. Rotterdam, Holland.		
We import for you, therefore there is no red tape.		

HOLLAND NURSERY PRODUCTS,  
P. O. Box 339, Madison Sq. Sta.,  
New York 10, N. Y.

SEEDLINGS		Per 100	Per 1000
Acer palmatum, 1-yr., 3 to 5 ins.	\$ 6.00	\$50.00	
Juniperus virginiana, 2-yr., 6 to 12 ins.	8.00	50.00	
Juniperus virginiana, 8 to 12 ins., graded understocks	10.00	75.00	
Ligustrum Religianum, S., 12 to 18 ins.	10.00	60.00	
Ligustrum Religianum, S., 18 to 24 ins.	12.00	80.00	
Austrian Pine, 2-yr., run of beds	3.00	20.00	
2-yr., 3 to 6 ins., graded	3.50	25.00	
3-yr., 6 to 12 ins., graded	6.00	35.00	
Scotch Pine, 2-yr., run of beds	3.00	20.00	
2-yr., 4 to 8 ins., graded	3.50	25.00	
3-yr., 6 to 12 ins., graded	6.00	35.00	
Colorado Spruce, 2-yr., 1 1/2 to 3 ins., graded	4.00	25.00	
Norway Spruce, 2-yr., run of beds	2.50	15.00	
2-yr., 4 to 8 ins., graded	3.50	20.00	
3-yr., run of beds	4.50	25.00	
3-yr., 6 to 12 ins., graded	5.00	30.00	
Taxus cuspidata, 2-yr., 3 to 8 ins.	10.00	90.00	
A complete catalog on request.			
HEASLEY'S NURSERIES			
Freeport Rd., Butler, Pa.			

ORDER YOUR  
ROOTED CUTTINGS  
NOW

FOR SPRING DELIVERY  
Cuttings taken from clean, healthy, vigorous plants and rooted by us in our own greenhouses. We are accepting orders for delivery April and May, 1955.

Hlex convexa	Juniperus Pfizeriana
Hlex rotundifolia	Juniperus Andorra
Hlex microphylla	Taxus Hickel
Hlex Helleri	Taxus Hunnewelliana
Hlex Glass	Taxus cuspidata
Hlex glabra	Arbortvitae pyramidalis
Hlex crenata	Arbortvitae Woodwardi
(upright)	
Buxus sempervirens	

Hlex and Taxus ..... \$85.00 per 1000  
Junipers ..... 80.00 per 1000  
Arbortvitae and Boxwood ..... 75.00 per 1000  
Shipped according to your directions. Shipping charges added to order. Packing free.

CONNER & AMOS, INC.,  
129 Dutch Road,  
Charleston, W. Va.

## RED HARBERRY SEEDLINGS.

EXCELLENT STRAIN  
6 to 9 ins., 2-yr. seedlings, \$40.00 per 1000.  
9 to 12 ins., 2-yr. seedlings, \$50.00 per 1000.  
12 to 15 ins., 2-yr. seedlings, \$100.00 per 1000.

SILVER-MAPLE, NURSERY-GROWN.  
200 6 to 8 ft., \$100.00 per 100.  
100 8 to 10 ft., \$125.00 per 100.

CORNUS FLORIDA, heavy, well-branched  
400 3 to 4 ft., B&B, \$2.00 each.  
65 4 to 5 ft., B&B, \$2.50 each.

AZALEA MOLLIS, heavy, very well-budded.  
12 to 15 ins., B&B, \$1.35 each.  
15 to 18 ins., B&B, \$1.75 each.  
18 to 24 ins., B&B, \$2.00 each.

DAPHNE CNEORUM  
50 12 to 15 ins., B&B, \$1.20 each.

COOK'S NURSERIES,  
P. O. Box 266, Geneva, O.

CHINESE ELM  
Transplants, branched.

	Per 100
4 to 6 ft.	\$25.00
6 to 8 ft.	30.00
8 to 10 ft.	40.00

25 at the 100 rate. Liberal grading.  
GRUNDY'S GARDENS  
Anton, Tex.



## COTONEASTERS AND BUDDLEIAS

Excellent finished landscape material.

Each, per 100

Cotoneaster divaricata, 3-yr., B&B	
2 to 3 ft.	\$1.75
3 to 4 ft.	2.00
4 to 4 1/2 ft.	2.50
Cotoneaster Zabelii, 3-yr., B&B, 2 to 3 ft.	1.50
Cotoneaster divaricata, 2-yr., L.O.S.	
18 to 24 ins.	.37%
Buddleia (Summer Lilac), well branched,	
1-year.	

Charming, pink; 2 to 3 ft.	\$0.35
Dubonnet, lavender; 2 to 3 ft.	.35
Imperial Purple, purple; 2 to 3 ft.	.40
Red Velvet, red; 2 to 3 ft.	.45
Snowbank, pure white; 2 to 3 ft.	.35
Spring delivery	

## FLORAL GARDENS, EATON, O.

## PINK-FLOWERING DOGWOOD

6 to 12 ins., B.R.	Each	\$0.50
12 to 18 ins., B.R.		.75
18 to 24 ins., B.R.		1.00
24 to 30 ins., B.R.		1.25
30 to 36 ins., B.R.		1.50
3 to 4 ft., 1-yr.		2.00
3 to 4 ft., 2-yr.		3.00
Pink Dogwood, dormant budded liners,		\$25.00 per 100.

## WHITE-FLOWERING DOGWOOD

12 to 18 ins., B.R., 2-yr., br.	Each	\$0.08
18 to 24 ins., B.R., 2-yr., br.		.12
24 to 30 ins., B.R., 2-yr., br.		.25
30 to 36 ins., B.R., 2-yr., br.		.35

## IKE HAWKERSMITH NURSERY

Winchester, Tenn.

## LINING-OUT STOCK

Buxus sempervirens,	Each	Per 100
4-in. pot, TT.		\$0.50
Ilex latifolia, 4-in. pot, TT.		.50
Ilex opaca, 4-in. pot, TT.		.50
Pyracantha coccinea, 4-in. pot, TT.		.50
Taxus brevifolia, 4-in. pot, TT.		.50
Taxus cuspidata, 4-in. pot, TT.		.50
Taxus densiformis, 4-in. pot, TT.		.50
Taxus Hatfield, 4-in. pot, TT.		.50
Pin Oak, S., 8 to 12 ins.		.08
Washington Hawthorn,		
2-yr., S., 8 to 12 ins.		.20
Washington Hawthorn,		
2-yr., S., 12 to 15 ins.		.22 1/2
HOULIHAN NURSERY CO.		
Creve Coeur, Mo.		

## VIBURNUM CARLESI

This is the first time since the beginning of the war that we have been able to offer a supply of Viburnum Carlesi seedlings. All these years we have not been able to buy any seed and still cannot, but can offer these seedlings because we have our own seed by this time. We offer the following for spring, 1955:

Strong, 2-yr. seedlings	Per 100	Per 1000
4 to 6 ins.	\$15.00	\$125.00
6 to 8 ins.	20.00	175.00
8 to 12 ins.	30.00	250.00
Transplants, branched, mail-order size, 12 to 18 ins., \$75.00 per 100.		

## C. HOOGEENDOORN

Turner Rd., Newport, R. I.

## PAPER BIRCH (Betula papyrifera)

3 to 4 ft.	Per 10	Per 100
4 to 5 ft.	\$4.00	\$35.00
5 to 6 ft.	6.50	60.00
6 to 7 ft.	7.00	65.00

## WHITE BIRCH (Betula pendula)

3 to 4 ft.	\$4.00	\$35.00
4 to 5 ft.	6.50	60.00
5 to 6 ft.	7.00	65.00

## WHITE BIRCH SEEDLINGS

6 to 9 ins.	Per 100	Per 1000
9 to 12 ins.	\$3.00	\$25.00
12 to 18 ins.	4.00	35.00
18 to 24 ins.	5.00	45.00
24 to 30 ins.	6.00	55.00

## RIGBY NURSERY CO.

9941 N. E. Skidmore St.

Portland 20, Ore.

## RED MAPLES

## JAPANESE MAPLE SEEDLINGS

100 PER CENT RED

Well-hardened, branched transplants.

100 rate 1000 rate

3-yr., XXX, 10 to 12 ins., SOLD OUT.	
2-yr., XX, 8 to 10 ins.	\$0.48 \$0.45
2-yr., XX, 10 to 15 ins.	.58 .55
Extra nice liners ready for open field planting. About pencil thickness.	
A 20 per cent deposit will reserve your order.	

## HUBBS NURSERIES

Rt. 130 Riverton, N. J.

Specializing in maple seedlings.

250 JUNIPERUS HETZL, heavy, 2 to 2 1/2 ft.	
500 Taxus cuspidata, 15 to 18 ins.	
2500 Taxus cuspidata, rooted cuttings, heavy.	
2500 Taxus Brownl, rooted cuttings, heavy.	
50 Birch, gray; 2 1/2 to 4-in. caliper.	
15 Birch, gray; multiple 1 1/2 to 3-in. caliper.	
15 Birch, white; 3 to 5-in. caliper.	
15 Juniperus glauca, 7 to 10 ft.	
300 American Arborvitae, 3 to 4 ft.	
2000 Azalea mollis, T.	
SHANER'S NURSERY,	
Leechburg Rd., Rt. 56,	
New Kensington, Pa.	

SEE OUR AD UNDER LINING-OUT STOCK.

NAUGHER NURSERY

Chase, Ala.

## DOGWOODS

Cornus florida rubra (pink-flowering Dogwood), 2 to 3 ft., 1-yr.	Per 100	\$125.00
Cornus florida plena (double white Dogwood)		

Cornus florida (double white Dogwood)	
6 to 12 ins., 1-yr.	40.00
12 to 18 ins., 1-yr.	70.00
All of above Dogwoods budded on transplanted seedlings and grown under irrigation.	
Cornus florida (white Dogwood)	
18 to 24 ins., B.R., transp. seedlings	45.00
2 to 3 ft., B.R., transp. seedlings..	65.00
BYERS NURSERY CO.,	
Chase, Ala.	

## QUALITY STOCK

Yaupon Holly, T.,	Per 100	Per 1000
6 to 12 ins.	\$ 5.00	\$ 40.00
Yaupon Holly, T.,		
12 to 18 ins.	8.00	70.00
Live Oaks, field-grown,		
12 to 18 ins.	5.00	40.00
2 to 3 ft.	12.00	100.00
3 to 4 ft.	15.00	125.00
Laurel Cherry, 12 to 18 ins.	5.00	40.00

## L. H. BUTTER NURSERY

Box 205, Forest Hill, La.

## ALTHABAS, BUSH FORM

2 to 3 ft., bare-root, 25c.	
3 to 4 ft. and up, bare-root, 35c.	
Boule de Feu (double, purple-red)	
Jeane d'Arc (double pure white)	
Lady Stanley (double white, red center)	
Lucy (double red)	
Paeoniflora (double pale pink, splashed carmine)	
Ardens (double violet)	
Purpurea Semiplena (double purple).	
TWITTY NURSERY	
P. O. Box 777	Texarkana, Tex.

## SURPLUS OF THESE TOP-QUALITY LINES

Bargain prices to move a quantity. All from 2 1/2-in. pots.	Per 100
2-yr. Burford Holly, heavy, 6 to 8 ins. and better	\$12.50
2-yr. Blue Spire Arborvitae,	
12 to 15 ins.	18.00
2-yr. Von Ehrde Juniper, 12 to 15 ins.	18.00
Less than 300 total order, add 2c per plant.	

## BRADSHAW NURSERY

League City, Tex.

## LIST NOW AVAILABLE

Write for our new price list on shade trees, shrubbery and evergreens. Good-quality stock at prices you can afford to pay. For example: Compact plants, B&B.

Irish Juniper, 2 to 3 ft.	Each	\$1.25
Pfitzer Juniper, 15 to 18 ins.		1.50
Nandina, 18 to 24 ins.		1.00

## ROLLER'S NURSERY

Rogers, Ark.

2000 EUONYMUS ALATUS, 8 to 10 ins.	
Sturdy, branched plants, \$20.00 per 100.	
700 Deutzia gracilis, 8 to 12 ins.	
200 Philadelphus Lemoini, 12 to 18 ins.	
150 Philadelphus argenteus, 12 to 18 ins.	
225 Philadelphus Enchantment, 12 to 18 ins.	
600 Philadelphus virginiana, 12 to 18 ins.	
400 Spiraea Anthony Waterer, 6 to 9 ins.	
Above 1-year transplants, \$15.00 per 100.	
JOHN BOSS NURSERY	
Clyde, O.	

We are closing out all our Hemlocks from 6 ins. to 6 ft. Finished and semi-finished; stacked and sheared, single stocks, good. Also Rhododendrons, Kalmia latifolia, Arborvitae, Hetz Juniper, Azalea, Colorado Blue Spruce and many others. Everything goes. First come, first served.

Highland Gardens, R. 3, Franklin, Pa.

ABELIA GRANDIFLORA, good, field-grown liners, cut back once. \$75.00 per 1000.

## MOUNTVILLE NURSERIES

Mountville, Ga.

## For \$3.50

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

## AT 35c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the next issue to reach us by January 28.

## AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

## BEST OFFER TAKES ALL.

700 European White Birch, 6 to 8 ft.	
300 Red and White Pine, 3 to 4 ft.	
400 Scotch Pine, 3 to 4 ft.	

Dig and haul yourself.

## JOHN FERRENCE

Point Pleasant, Pa.

Rhododendrons, catawbiensis, 10 to 18 ins.	
\$1.00 to \$2.25, Carolinianum, 12 ins. to 2 1/2 ft., \$2.00 to \$5.00, Maximum, 10 to 18 ins.	
\$1.00 to \$1.55.	
Leucothoe Catawbae, 8 to 24 ins., 75c to \$2.25, 4 to 8 ins., \$50.00 per 100.	
Pieris, floribunda, 4 to 8 ins., \$50.00 per 100; japonica, 4 to 8 ins., \$50.00 per 100.	
Azalea mucronulatum, 4 to 8 ins., 100, \$50.00.	
Louis A. Hindla, Bohemia, L. L. N. Y.	

## ONE-YEAR SEEDLINGS

Silver Maple, 6 to 12 ins.	\$ 7.50
Silver Maple, 12 to 18 ins.	12.50
Silver Maple, 18 to 24 ins.	17.50
Silver Maple, 2 to 3 ft.	22.50
White Dogwood, 4 to 8 ins.	15.00
White Dogwood, 8 to 12 ins.	25.00
White Dogwood, 12 to 15 ins.	25.00
THE PARK NURSERY,	
911 Pike St., W.	Huntsville, Ala.

## SIBERIAN CHINESE ELM.

2000 to offer.

In grades as follows:

5 to 6 ft.

6 to 8 ft.

8 to 10 ft.

These trees are straight, good caliper, well-balanced.

## TILLEY'S NURSERY

Grand Island, Neb.

## CHINESE ELM

2 to 4 ft.	Per 100	\$ 10.00
4 to 6 ft.		20.00
6 to 8 ft.		40.00
8 to 10 ft.		75.00
10 to 12 ft.		100.00

## WASHAM NURSERY

Sweetwater, Tex.

## SURPLUS EVERGREENS

## AT LOW PRICES.

Also Acer saccharum.

(Hard Sugar Maple.)

1 to 1 1/4-in. caliper.

10 or more, \$2.25 each.

## UNADILLA NURSERY

Johnson City, N. Y.

1500 Ligustrum lucidum, 200 Elaeagnus	
Fruitlandi, 2 to 3 ft., \$1.60; 18 to 24 ins., \$1.35, 100 Ilex vomitoria femina (Yaupon), 18 to 24 ins., \$1.40. All B&B, heavy, sheared field stock. 150 Mimosa, 8 to 10 ft., \$1.00. 50 White Crape-Myrtle, 6 to 8 ft., br., \$1.00.	
Phone 2-4145.	
Copeland Nursery, Beaufort, N. C.	

## ABELIA GRANDIFLORA

Heavily branched, excellent color.

18 to 24 ins.	Per 100	Per 1000
2 to 3 ft.	\$35.00	\$300.00
Special discount on carload or truck lots.		
CHIPOLA NURSERIES		
Marianna, Fla.		

## LINERS FROM OPEN BEDS.

Live Oaks, 8 to 18 ins.	1000
Cherry-Laurel, 6 to 18 ins.	\$35.00
50,000 of each on hand. Write for free sample.	

## CENTRAL LOUISIANA NURSERY

P. O. Box 118, Forest Hill, La.

## LIGUSTRUM LUCIDUM COMPACTUM.

(Wax-leaved Ligustrum.)

Well-rooted cuttings	Per 100	Per 1000
12 to 14 ins., heavy, bed-grown 15.00		\$25.00
COTTAGE HILL NURSERY,		
Rt. 4, Box 130,		
Mobile, Ala.		

## DOUBLE PINK JAPANESE FLOWERING

## CHERRIES (Kwanzan)

Strong 1-yr. grafts, 12 to 18 ins.	Per 100	\$50.00
Strong 1-yr. grafts, 18 to 24 ins.		75.00
C. HOOGEENDOORN		
Turner Rd.,		
Newport, R. I.		

## NURSERY STOCK

Pfitzer's Juniper, 1-year, 6 to 12 ins.	\$0.12
2-year, 8 to 15 ins.	.18
Euonymus patens, rooted cuttings	.02
Euonymus patens, 3 to 5 ins.	.03
E. F. DuBOSE, HUNTSVILLE, ALA.	

## SHRUBS AND TREES.

See our Classified ad in this issue

under Evergreens.

T. G. OWEN &amp; SON, INC.,

Columbus, Miss.

## WELL-ESTABLISHED CHERRY-LAUREL.

In 3-in., \$15.00 per 100.

Pfitzer, rooted cuttings, now ready,

\$5.00 per 100.

W. G. ESCOTT, FORT SMITH, ARK.

## NANDINA DOMESTICA SEEDLINGS

6 to 8 ins., \$3.00 per 100, \$70.00 per 1000.

## PINKSTON NURSERIES

Parrott, Ga.

## VEGETABLE ROOTS

## ASPARAGUS ROOTS

Per 1000  
 Mary Washington, 2-year plants.....\$17.00  
 1,000 to 5,000 plants.....16.00  
 5,000 to 10,000 plants.....16.00  
 10,000 plants and over.....15.00  
 Approximate weight per 1000 plants,  
 packed for shipment, 90 lbs. No packing  
 charges for cash with order. Satisfaction  
 guaranteed.

FRITCHARD NURSERIES  
 Rt. 4 Ottawa, Kan.

## CHIPMAN'S CANADA RED RHUBARB

No. 1 divisions, by the 100 or 1000.  
 Write for prices.

CHAPMAN'S BERRY FARM  
 East Leroy, Mich.  
 Phone Athens PA 9-7779

## VICTORIA RHUBARB ROOTS

$\frac{1}{2}$  to  $\frac{3}{4}$ -in., \$17.50 per 1000.  
 $\frac{3}{4}$  to 1-in., \$25.00 per 1000.  
 No charge for boxing. Can ship anytime.  
 ASHCRAFT'S NURSERY,  
 Copemish, Mich.

If you don't find it listed here  
 Try a Want ad in the next issue  
 of the American Nurseryman.

## VINES

CONCORD GRAPE CUTTINGS, expertly  
 cut and tied with wire, 100 to bunch. Cut  
 from clean, well-sprayed vineyard, largest in  
 Oklahoma, \$4.00 per 1000.  
 IDEAL FRUIT FARM, STILWELL, OKLA.

## CLEMATIS VINES

Each, per 10 per 100  
 Ernest Markham, petunia red..\$0.50 \$0.45  
 Duchess of Edinburgh, double ..50 .45  
 white.....50 .45  
 Ramona, blue.....35 ..  
 Montana rubens, 3-in. pots.....35 ..  
 Cash with order, please.  
 FOUR STAR NURSERY,  
 8215 238th St., S.W., Edmonds, Wash.

## HONEYUCKLES.

Lonicera Japonica Halliana, extra-heavy  
 No. 1, 3 and 4-yr., 18 to 24-in. field plants, 3  
 and 4 leads, \$40.00 per 1000; lighter grade,  
 \$30.00 per 1000; sample 100, \$5.00. Ex-  
 perience labor for grading and packing  
 quantity orders. Immediate shipment. No  
 order too large.

ROBINSON NURSERY CO.  
 Greenville, Ga.

## GRAPE CUTTINGS

Concord, Niagara, Fredonia, Moore's Early.  
 First-grade cuttings, approximately 10 to 12  
 ins., 3 or more nodes, wire tied, 5000 or  
 more, \$4.60 per 1000. Less than 5000, \$5.60  
 per 1000.

## CLINGER NURSERY

Highway 71 West Rogers, Ark.

## MISCELLANEOUS

## QUALITY STOCK

Perennials, Shrubs, Trees, Hibiscus Mail-  
 lows, Liriope, 60 leading varieties of Hemer-  
 ocallis, and lining-out stock. Write for new  
 wholesale listing today. Liberal count, high  
 quality, careful grading.

RIEGL PLANT CO. NURSERY  
 Experiment, Ga.

## WANTED

## WANTED TO BUY.

## WEeping ASPEN.

FRANK HUNT NURSERY,  
 4760 Sierra Way, San Bernardino, Calif.

## WANTED.

100,000 liners plus finished stock.  
 Please keep me posted  
 on what surplus you have.  
 CASH PAID FOR COMPLETE NURSERIES.  
 Wanted immediately at any price.  
 golden Syringa and golden Privet.  
 LAMBRECHT'S NURSERY FARMS,  
 1024 Merriman Rd., Wayne, Mich.

## WANTED—APPLE TREES.

Lowest prices on 1000 lots. Red and Yel-  
 low Delicious and Red Rome Beauty, for  
 spring planting. Small true-to-name, well-  
 rooted (if drought-hit short top), Apple trees  
 for lining-out.

THE SPECIALTY NURSERY,  
 Tonasket, Wash.

## WANTED

Black Hills, Norway and Colorado Spruce;  
 Austrian, Red, White Pine and Douglas Fir,  
 5 to 6 ft., 6 to 8 ft. up.

Send price and quantity to  
 ARROWHEAD NURSERY  
 46 S. Central Clayton 5, Mo.

Small Ads Do Great Things in the  
 American Nurseryman Classified Section.

## SUPPLIES AND SERVICES

## BIRD FEEDERS

Wild bird feeders and houses are big busi-  
 nesses. If located in a suburban or rural area,  
 you can share BIG profits. Generous discounts,  
 fast turnover and many repeat sales.

Write on your letterhead for Catalog HN.  
 McHUTCHISON & CO.  
 95 Chambers St. 311 S. E. Belmont  
 New York 7, N. Y. Portland, Ore.

BIRD FEEDERS OF CALIF. REDWOOD,  
 natural finish, 7x8 ins., glass front, hinged  
 roof for easy filling. Order in units: 6 for  
 \$8.70; 12 for \$16.50. We can supply wild bird  
 seed, 25 lbs. for \$4.95. Express collect. Sam-  
 ples, \$2.50, prepaid.

BIRCHWOOD GARDENS  
 Box 24 Phone 5737 Lowell, Mich.

## FERTILIZERS

## SOLUBLE FERTILIZERS

PETERS SPECIAL, 20-20-20, general purpose  
 fertilizer.  
 PETERS SPECIAL, 21-7-7, azalea special,  
 chelated iron.  
 \$6.00 per 25-lb. bag, \$20.00 per 100 lbs.

F.O.B. Allentown, Pa.  
 ROBERT B. PETERS CO.  
 739 N. 7th St. Allentown, Pa.

## FLATS

## MINNESOTA WHITE CEDAR FLATS

Order by No.	Wt. per 100	Price per 100
No. 1, 14x20x2 $\frac{3}{4}$	320	\$25.00
No. 2, 14x20x3 $\frac{3}{4}$	400	29.00
No. 3, 12x16x2 $\frac{3}{4}$	260	19.00
No. 4, 12x16x3 $\frac{3}{4}$	275	22.50
No. 5, 14x16x2 $\frac{3}{4}$	275	21.50
No. 6, 14x16x3 $\frac{3}{4}$	290	25.50
No. 7, 15x22x2 $\frac{3}{4}$	380	28.50
No. 8, 15x22x3 $\frac{3}{4}$	425	32.00
No. 9, 11 $\frac{1}{4}$ x22x2 $\frac{3}{4}$	420	23.00
No. 10, 11 $\frac{1}{4}$ x22x3 $\frac{3}{4}$	400	26.75
No. 11, 14x16x5	450	30.00
No. 12, 5x11x5	160	16.00
No. 13, 5x16x5	215	18.50
Plant boxes, 5x8 $\frac{1}{2}$ x2 $\frac{3}{4}$	45	5.00

All other sizes quoted on request.  
 "One Time" flats of aspen, 75 per cent of  
 above prices.

5 per cent discount on orders of 1000 or  
 more.

The above measurements are inside. Bot-  
 toms and sides of cedar flats are  $\frac{3}{4}$ -in. thick;  
 ends are  $\frac{1}{2}$ -in. Plant boxes are thinner.  
 "One Time" flats are 5/16-in. sides and bot-  
 toms; ends  $\frac{1}{2}$ -in. All material surfaced on  
 one side.

Your name and address printed up to 3  
 lines in black ink, on one or both end pieces  
 at the following rates: Set-up charge, \$1.00,  
 plus  $\frac{1}{2}$ c per piece for the first 1000 ends;  $\frac{1}{2}$ c  
 per end thereafter. Shipped knocked-down in  
 units of 25.

All shipments by truck unless otherwise  
 ordered. F.O.B. Cook, Minn., Attach check.  
 H. C. HILL & SONS, Cook, Minn.

## REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all  
 clear heart. Size 20x15x3 ins. inside measure,  
 \$42.00 per 100.

1x1-in. Cypress stakes, pointed.  
 50 pcs. to bundle, 4 ft., \$3.50 per bdl.  
 50 pcs. to bundle, 5 ft., \$4.50 per bdl.  
 50 pcs. to bundle, 6 ft., \$5.50 per bdl.  
 Ship same day. Cash with order, please.  
 YOHO & HOOKER, Youngstown 2, Ohio

## LABELS

## DAHLIA OR TREE LABELS

	Priced per 1000	Plain Painted
3 $\frac{1}{2}$ x $\frac{1}{2}$ ins., notched (not wired).....	\$2.50	\$3.00
3 $\frac{1}{2}$ x $\frac{1}{2}$ ins., wired (copper).....	3.30	4.10

## POT LABELS

4x $\frac{1}{2}$ ins. (cartons 1000 each).....	2.90	3.40
5x $\frac{1}{2}$ ins. (cartons 1000 each).....	3.10	3.70
6x $\frac{1}{2}$ ins. (cartons 1000 each).....	3.40	4.15
8x $\frac{1}{2}$ ins. (cartons 500 each).....	5.00	6.20
10x $\frac{1}{2}$ ins. (cartons 500 each).....	6.00	7.30

## GARDEN STAKES

	Price per carton.
8x $\frac{3}{4}$ ins. (cartons 250 each).....	1.85
10x $\frac{3}{4}$ ins. (cartons 250 each).....	2.10
12x1 $\frac{1}{2}$ ins. (cartons 100 each).....	1.40

## EVERMARK PENCILS

The original label marker. 1 doz. 7-in.  
 pencils per box, \$1.25.  
 Our labels are perfectly white and smooth  
 on both sides and are pronounced by growers  
 the best and most economical.

"We ship the same day."

YOHO & HOOKER

Youngstown 2, O.

## MUSHROOM SUPPLIES

## MAGIC MUSHROOM TRAYS

The easy way to grow mushrooms, every-  
 thing complete with instructions. Will yield  
 from 2 to 4 months. Expressed, 2 trays,  
 \$3.25; 6, \$9.00.

MELLINGER'S INC., North Lima, O.

## PEAT

## HOLLAND PEAT MOSS

Genuine BRODLEAF quality.  
 Bale, \$3.65; 10 large bales, \$30.00.  
 Priced F.O.B.  
 WRIGHTWOOD FLORAL CO., INC.  
 2407 N. Main St. Houston 9, Tex.

## PINE CONES

## SPRUCE AND PINE CONES.

Norway Pine, 75c per bu.  
 White Spruce, \$1.50 per bu.  
 Sample shipment, 25c.

FRANKE'S SEED CO.,  
 Sturgeon Bay, Wis.

## SPHAGNUM MOSS

## NO. 1 SPHAGNUM MOSS

Clean, long-fibered, standard bales; freight,  
 express, or delivered by our trucks. Please  
 price us before you buy. Satisfaction guaran-  
 teed.

WARRENS MOSS CO., Warrens, Wis.

Turn Stock into Dollars  
 by Listing It in the Classified Ads  
 of the American Nurseryman.

## STAKES

## BAMBOO CANE STAKES

Dyed green, pencil thickness.  
 Packed 2000 per bale.

	Per 1000	Per bale
1 $\frac{1}{2}$ ft. ....	\$ 3.50	\$ 6.00
2 ft. ....	4.50	8.00
2 $\frac{1}{2}$ ft. ....	5.50	10.00
3 ft. ....	7.00	13.00
3 $\frac{1}{2}$ ft. ....	8.50	16.00
4 ft. ....	9.50	18.00
5 ft. ....	12.50	24.00

## SPLIT BAMBOO, DYED GREEN

	Per 1000	Per bale (5000)
12 ins. ....	\$2.50	\$10.00
15 ins. ....	3.50	15.00
18 ins. ....	4.50	20.00
24 ins. ....	5.50	25.00

## F.O.B. CHICAGO

Quantity discounts: 10 bales up, less 5 per  
 cent; 25 bales up, less 10 per cent.

ALEC HENDERSON INC.  
 1305 W. Randolph St. Chicago 7, Ill.

## CYPRESS PLANT STAKES

	50 Pieces to Bundle
1x1-in.—3 ft., pointed.....	\$3.00 per bundle
1x1-in.—4 ft., pointed.....	3.50 per bundle
1x1-in.—5 ft., pointed.....	4.50 per bundle
1x1-in.—6 ft., pointed.....	5.50 per bundle
1x1-in.—7 ft., pointed.....	7.00 per bundle

These stakes are made of cypress and red-  
 wood, are good, strong stakes and will give  
 long service. "A little better than seems  
 necessary."

WE SHIP SAME DAY!

YOHO & HOOKER

Youngstown, O.

## HEAVY BAMBOO STAKES

Per 100	$\frac{1}{2}$ to $\frac{3}{4}$ in.	$\frac{3}{4}$ to $\frac{1}{2}$ in.	$\frac{1}{2}$ to 1 in.
4 ft. ....	\$2.88	\$3.44	\$4.24
5 ft. ....	3.50	4.30	5.20
6 ft. ....	4.22	5.16	6.36
7 ft. ....	5.04	6.02	7.42
8 ft. ....	5.76	6.88	8.48

2000 up, less 5%. 5000 up, less 10%.

A. C. PATTERSON, Centertown, Ky.

## STAKES, GALVANIZED HARD STEEL.

Galvanized Wire.  
 Prices and samples sent upon request.  
 SCHUPP SUPPLY CO., Wilmette, Ill.

If you don't find it listed here  
 Try a Want ad in the next issue  
 of the American Nurseryman.

# WANTED ADS

(Also See For Sale Ads on Page 88)

## HELP WANTED

### LANDSCAPE SALESMAN

One of the oldest and most aggressive nurseries in Minneapolis has a position open for a man who is capable to handle landscape calls and make direct customer contacts. Must be experienced in selling, sketching and have car. Good permanent position to right man. State full qualifications and approximate earnings expected with photograph in first letter.

Also need experienced garden store salesman.

**HALLA NURSERY**  
4917 Eden Ave.  
Minneapolis 10, Minn.

## HELP WANTED

### LANDSCAPE CREW FOREMAN

Preferably 20 to 35 years old, married and free of armed service obligation. Must have ability and responsibility to direct other men, ability to follow plans and sketches, knowledge of plant materials and plant requirements and enthusiasm for high-grade landscape work. Location is east coast, high-income community. When replying, state age, marital status, armed forces status, experience and education. Give references, earliest date available and enclose recent picture. Address Box 143, care of American Nurseryman.

## HELP WANTED

### SALES AGENTS

Important Dutch firm of growers and exporters of a general line of better nursery stock has vacancies in many parts of the country for selling agents working on commission who have connections among nurserymen, sales stations, etc. Apply Box 137, care of American Nurseryman.

## HELP WANTED

Experienced, middle-aged landscape gardener needed for small nursery in Pennsylvania. Good working conditions. Position open April 1. Write stating experience and salary expected. Address Box 128, care of American Nurseryman.

## HELP WANTED

Experienced yardman wanted for large garden center on Chicago's south side. Knowledge of nursery stock essential. Must be ready to start work by March 15. Good salary; good working conditions. Address Box 141, care of American Nurseryman.

**HELP WANTED**—Good salary and bonus offered experienced landscape designer with ability in executing and supervising small landscape plantings. Established Long Island firm of landscape contractors has exceptional opportunity with sound future for aggressive, capable man able to assume responsibility. For interview, address Box 145, care of American Nurseryman.

## HELP WANTED

### INTELLIGENT, PROGRESSIVE, YOUNG NURSERYMAN, NOT OVER 35

Are you a man with modern ideas? This is a permanent position for a grower or assistant grower with great opportunities to advance himself. Must have good foundation as nurseryman, sufficient experience, but most of all an open mind, be ahead of the times, be able to put men to work and be familiar with labor-saving methods, soil sterilization, etc. Active owner is willing to help and advise you in any capacity.

We have a wonderful retail business, growing a large variety of stock and specializing in perennials, pansy seedlings, annuals, azaleas, rhododendrons and African violets. Efficiency and orderliness are the keyword at our nursery. A modern, new, 6-room brick house available on the premises. Salary increased according to responsibilities. Write immediately giving age, experience, salary expected, also marital status, children. If you are willing to work hard and prove yourself in order to make a success of your life in this profession, we have the position for you. Available at once!

**BEHNKE NURSERIES**  
Washington-Baltimore Blvd.  
Beltsville, Md.

## HELP WANTED

### LANDSCAPE SALESMAN

Retail nursery and sales experience essential. Car furnished. Have one opening March 15, 1955. Full time. Located five miles from Worcester, Mass. Boasting a reputation of quality. Give full resume and enclose photo. All correspondence answered and held in strictest confidence.

**CHAS. R. FISH NURSERIES**  
P. O. Box 125  
Auburn, Mass.

## HELP WANTED

Experienced tree worker, capable of handling men, supervising and performing work. Steady job for right man; good pay. State experience, weight, height, age, education and references in first letter.

**GREBOSKY'S NURSERY**  
R. D. 3, Fillon St.  
Norwalk, Conn.

## WANTED

Ambitious nurseryman to share or lease a well-established nursery in the heart of a rapidly growing city. Approximately 2 acres with own water well.

**M & B NURSERY**  
322 Wilson at Bryan St.  
Sunnyvale, Calif.  
Phone Regent 6-3342

## SITUATION WANTED

Forestry graduate, B.S. degree, veteran, 31 years old, married with two children. Four years' nursery experience. Seeking responsible position in western United States. References and personal history cheerfully presented to any reasonable offer. Address replies to Box 139, care of American Nurseryman.

**HELP WANTED** — Salesmen. Leading eastern nursery wholesaler wants two salesmen to represent firm in midwest. Between 30 and 45 years old, reliable, imaginative, thorough. Should be interested in permanent position only. Representatives will handle broad line of nursery products, calling on garden centers, department stores, nurseries, etc. Income excellent; among best in industry. Liberal drawing account against earned commissions. Qualified applicants should prepare data sheet including job and educational background, references and required income. This will be treated with utmost confidence. Send information to Box 146, care of American Nurseryman.

## HELP WANTED

### PERMANENT POSITIONS FOR EXPERIENCED NURSERYMEN

Unusual opportunity with one of southern California's largest wholesale nurseries for experienced aggressive nurserymen. Permanent, profitable positions combining security with a growing future. Finest working conditions. Beginning salary \$300 per month.

**MONROVIA NURSERY CO.**

Box 196  
Monrovia, Calif.

## HELP WANTED

### EXPERIENCED NURSERYMAN

Capable of maintaining and operating a 12-acre nursery. Must have knowledge of plant material, insects and have good working habits. Wonderful opportunity, good salary and year-round job to right man. 3-bedroom, modern, furnished house on premises. Job must be filled by April 1. Please state past experience, salary expected and enclose snapshot in first letter.

**HALLA NURSERY**  
4917 Eden Ave.  
Minneapolis 10, Minn.

## SITUATION WANTED

Position wanted by experienced salesman who is familiar with all phases of nursery business, retail, mail order and wholesale. Can furnish the best of references for this type of business. Address Box 138, care of American Nurseryman.

## SITUATION WANTED

Nurseryman with solid background in this trade and years of experience in various phases of operation desires position with progressive wholesale nursery as manager in complete charge of nursery. Good knowledge of plants and sales experience. In replying please state earning possibilities. Reply to Box 144, care of American Nurseryman.

## SITUATION WANTED

Dutch nursery foreman and propagator, middle-aged, married. Now superintendent; can handle men. Seeking similar position. Will furnish full details on request, good references. Address replies to Box 142, care of American Nurseryman.

## SITUATION WANTED

Young, married man receiving certificate in 2-yr. nursery course at Penn State University in January wishes work in nursery propagation department. Served 4 years in army, no future service obligations in sight. Reply to Box 53, Fairview, Pa.



## FOR SALE ADS

(Also See Wanted  
Ads on Page 87)

### FOR SALE

Immediately available, good 4x8-ft. cypress hotbed sash, glazed, ready for use. Cash \$2.00 each, F.O.B. point of storage, as is. Also some similar sash which requires minor repairs. \$2.00 each; same terms. Will help load. Located at Muscatine, Ia. Also 250,000 used, but in good condition, spring steel triangular tomato basket clamps.

L. N. KLOPPMAN  
H. J. HEINZ CO.  
Pittsburgh, Pa.

### FOR SALE

The southwest's finest tree mover. All hydraulic. Fast, safe and simple. Capacity 13,000 lbs., 7 1/2-ft. ball. Mounted on 1948 International truck, flat stake bed for double use. Also Ford tractor back hoe attachment for digging trees and holes. Complete \$3500.00.

HILL'S NURSERY  
P. O. Box 43  
Victoria, Tex.

### FOR SALE

Well-established landscaping and nursery business. Wheeling, W. Va. Several thousand healthy plants on a 4 1/2-acre tract, including all tools, tool shed and equipment.

ROBERT A. WREN  
604 Laconia Bldg. Wheeling, W. Va.

FOR SALE—Florists' shop and garden center located on main route, 20 miles from Pittsburgh, Pa., in a budding shopping center. The business is 25 years old with a newly built, year-old, completely modern florists' shop. Owner moving to Florida. Address replies to Box 149, care of American Nurseryman.

## LANDSCAPING BOOKS

### Complete Home Landscape and Garden Guide

By R. P. Korbobo. \$2.95

### Small Home Landscaping

By P. J. and A. B. McKenna. \$2.95

### Landscaping Plans for Small Homes

By Ralph Bailey. \$2.00

### Landscaping Your Home

Sunset Magazine. \$1.00

### How to Plant Your Home Ground

By H. B. Aul. \$3.50

### Landscape Sketching

By Arthur Black. \$5.75

### How to Landscape Your Grounds

By L. R. Johnson. \$3.50

### New Design of Small Properties

By M. E. Bottomley. \$4.00

### 65 Practical Garden Plans

By John Elliott. \$1.00

Order from

**AMERICAN NURSERYMAN**

343 S. Dearborn St. Chicago 4, Ill.

## EASTERN CONVENTION

[Continued from page 10]

and there was the usual delightful music and flowers for the ladies.

### Regional Meeting

Following usual custom, the morning sessions at this convention were scheduled for late starting so that there would be time for nurserymen to conduct private business and yet not miss the meetings. Wednesday, January 5, started with free coffee and doughnuts from 9 to 10 a. m., in the exhibit area. At 10:30 a. m., the first general meeting of the convention opened under the sponsorship of region 1, American Association of Nurserymen.

The chairman of the region, Eugene Muller, DeKalb Nurseries, Norristown, Pa., presided. Mr. Muller welcomed all to the convention and thanked his committee for the work they had done in connection with the event: Valleau C. Curtis, chairman of programming and responsible for arranging a fine program; Albert Flemer, F. & F. Nurseries, Springfield, N. J., chairman, program advertising; Bill Bond, Wyman's Nursery Land, North Abington, Mass., chairman of entertainment; William Richey, Lee Patten Seed Co., chairman, trade exhibits; Allan Dalsimer, executive committeeman, region 1, of the National Landscape Nurserymen's Association; Richard M. Wyman, Jr., ex-officio, and Mrs. Marie M. Enberg, Rosedale Nurseries, Eastview, N. Y., secretary-treasurer.

Mr. Muller discussed at some length and with considerable force the values of belonging to the American Association of Nurserymen and that it is the job of every member of the A. A. N. to point out these benefits to his neighboring nurseryman who is not yet a member. There are 358 members of the A. A. N. in region 1, but there are 556 additional nurserymen who are not members of the A. A. N. or even of their state or local organizations.

### Washington Report

"Washington Reporting" featured the A. A. N.'s executive secretary, Dr. Richard P. White, who offered concise information on what is going on in Washington in reference to the nurserymen. His office, he reports, sends out 40 to 60 first-class letters a day and there are now five girls in the office to keep abreast of all the attendant business matters. Nurserymen can be proud, Dr. White said, that the A. A. N. is one of the outstanding agricultural associations in Washing-

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1-lb. bag . . . \$3.10  
4-lb. bag . . . 2.90  
50-lb. drum . . . 2.85

**EDCO CORP.**  
ELKTON, MD.

## NURSERY TAGS

"Weather Resistant"

Size 1/2x6 ins.  
Prices per 1000—Tag Stock

1000 to 4000	.....\$1.10	20,000	.....\$0.75
5000 to 9000	......85	30,000	......60
10,000	......85	100,000	......50

- Made of Water-resistant Paper Stock
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## BURLAP...

**DUTCH-DOMESTIC-ROTPROOF**

MENNEPOTS—TWINES—WILT-PRUF  
PLANT LABELS —

HORMODIN POWDERS  
GERMAN PRUNING SHEARS

and KNIVES  
NEEDLES — EROSION NETTING

**AMERICAN-DUTCH TRADING CO., INC.**

"For The Nurseryman"

P. O. Box 177 CRANSTON 10, R. I.

*You can't beat  
the Band*

**NEW  
CYPRESS PLANTBANDS**

- ★ WON'T STEAL YOUR SOIL NITROGEN.
- ★ LAST SEVERAL TIMES LONGER THAN OTHER VENEER BANDS.
- ★ MAKE POSSIBLE FASTER EASIER PLANTING.
- ★ MAKE THE PLANTING SEASON LAST A LOT LONGER

WRITE FOR FREE PLANTBAND FOLDER

FORREST KEELING NURSERY GLENN, MO.  
MCLEAN BULB FARMS PUYALLUP, WASH.  
APPALACHIAN NURSERIES WATKINSBURG, PA.



ton even though it is not one of the largest.

From a national viewpoint, the executive secretary predicted that while the Democrats have slight control of Congress there will be few, if any great changes; there will probably be the usual coalition between Republicans and southern Democrats. It will be difficult for the Democrats to create any campaign issues for 1956 inasmuch as the present administration has adopted so much of their platform. A bipartisan policy will probably be followed. Postal employees will receive an increase in wages and the administration will try to raise rates to cover this increase. The A. A. N. will ask for repeal of ruling giving the interstate commerce commission power to set parcel post rates, believing that Congress should set these rates. The A. A. N. will, as it has in the past, fight unequitable increases for the industry.

The 1955 convention of American Association of Nurserymen will be held this year from July 10 to 14 in Toronto, Canada, with headquarters at the Hotel Royal York. Those desiring reservations should write to the A. A. N. housing bureau, 30 Bloor street, West, Toronto, Ont.

The post-convention tour will leave Toronto by train for Montreal, with time allowed to see that city. The tour will leave Montreal by boat and go to Quebec, that most famous of all cities for sightseers. From there, the tour will proceed down the St. Lawrence river and up the Saguenay. There are accommodations for only 150 on the boat and 60 have already been taken. For further details on the tour, write William Smart, convention transportation chairman, D. Hill Nursery Co., Dundee, Ill. Those wishing to make a reservation should enclose a \$20 deposit.

Following Dr. White's report, Howard P. Quadland, director of information for the A. A. N., gave one of his best addresses in his distinctive, sincere and urgent way. It is reproduced in full elsewhere in this issue.

#### Discusses Film

Richard M. Wyman, Jr., chairman of the A. A. N. market development and publicity committee, made one of his famous brief reports! This one dealt with the film on landscaping now under way. The committee is working on it and has thus far selected four houses for filming. These are in New Jersey. The script is in rough form. It is

# Get the BIG value!

—and give your  
business a boost!

Premier Peat Moss is one product that will help you in many ways!

- 1—It gives you superior soil conditioning that really pays.
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Premier makes all soils loose and friable—makes roots fine and fibrous—makes plants strong and full blooming—because it's the soil conditioner with superior absorbency that also supplies natural, organic material.

Display Premier now—in those colorful, eye-catching Premier packages—featuring the sensational Premier Kar Bale that is poly-laminated inside and outside! Send today for prices.

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*The Natural Organic Soil Conditioner*

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The recommended fertilizer for  
**AZALEAS and CAMELLIAS**  
Complete nourishment for acid-soil plants

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THE RELIANCE FERTILIZER CO., SAVANNAH, GA.

## SOILAIRE POWER ROLLERS



### ROLLPAC

Over 600 of these Rollpacs are used by leading Universities, Park Systems, Tennis Clubs, Landscape and Blacktop Contractors and Cemeteries.

Built entirely of steel, it has a variable weight of from 1100 to 2360 lbs. and will handle a wide variety of rolling jobs. A stand-out one-ton roller.

### ROLLCOR

A dependable small-size low-cost roller for lawns, playgrounds, baseball diamonds and similar work. All steel construction—Briggs & Stratton Engine—19" width—weighs 410 lbs. loaded. Just right for small lawns.

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### A. M. LEONARD & SON PIQUA, OHIO

Knives - Shears - Pruning Tools  
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### SOIL STERILIZER

A simple, safe sterilizer for use in the bed, bench or potting soil. NO FUNGUS, NO WEEDS, NO SOIL INSECTS, NO SOW BUGS, NO SLUGS, NO FUNGI. Ethylene dibromide in capsule form. 1 package of 200 capsules, \$3.39. 1 case of 12 packages, \$37.90. Satisfaction guaranteed.

HORTI-PRODUCTS CO.  
HARBERTH 3, PA.

hoped that the picture will be shot in May and ready for first showing in Toronto this summer.

Peter Cascio, past president of the A. A. N., addressed the group for a few minutes informally to discuss the plight of the Arnold Arboretum, which was founded in 1872. Much of the library and many of the plants have been transferred from Jamaica Plain, Mass., to Harvard University, at Cambridge. An organization has been formed to move the library and plants back to the arboretum and Mr. Cascio asked for support of this movement.

The noon recess brought with it a chance to visit the trade exhibits which, this year, because of a confined area, were somewhat limited in number. A private bar in the exhibit area for the exclusive use of the conventioners kept the group together for the luncheon.

Russell Bettes, president of the New Jersey Association of Nurserymen, on behalf of the nurserymen of New Jersey made a special award of a silver tray to Oliver Deakin for his outstanding services in connection with highway development. A separate report of this is carried elsewhere in this magazine.

### Industrial Landscaping Awards

At the close of luncheon Mr. Muller, on behalf of the American Association of Nurserymen, made the presentations of the "Plant America" industrial landscaping awards to the representatives of the winning companies and the landscape architects and nurseries involved.

A national award was made to the Reader's Digest, Pleasantville, N. Y., with Richard C. Godfrey receiving the award for the company. The landscape architects for this comprehensive planting was the firm of Innocenti & Webel, Roslyn, N. Y., with Rosedale Nurseries, Eastview, N. Y., doing the planting. Another national award went to the John E. Andrus Memorial, a beautifully appointed home for older people, with Vincent D. Andrus receiving the award. The firm of Janet Darling—Innocenti & Webel, New York, were the landscape architects and Rosedale Nurseries provided the plant material and did the planting.

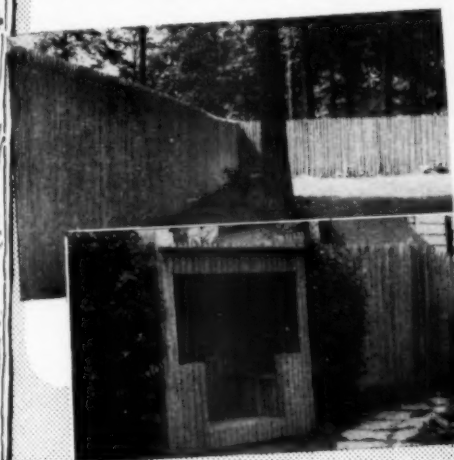
Additional awards went to the General Electric research laboratory, Schenectady, N. Y., with George W. Cumming receiving the award. He was also the landscape architect for General Electric and he had several nurseries in this area do the planting. Helena Rubenstein, Inc., received an award for landscaping, with Dr. Edward J. Masters, chief



# Screen Type PICKET FENCE

## ... ADDS PRIVACY TO YOUR LANDSCAPING

Most homes need special screening against unsightly views, around play areas, swimming pools or for containing small animals. Form nice backgrounds for plantings. Dowel construction—easy to assemble. Stringers, posts and half-round palings all peeled, white cedar. Shipped K. D. or in 8 ft. assembled panels. Write for catalog giving heights, etc.



**Also** . Catalog shows Old English Post and Rail Fences — 2 to 5 rail — all types. Have installations throughout U.S.A.

Gates, Lanterns, Rustic Tables and Settees.

Shipped from Toledo or our W. Va. Yards.

## WOOD PRODUCTS CO., Toledo, Ohio

chemist, receiving the honor. This job was planted by the Howe Nurseries, Pennington, N. J. The last of the five citations went to William Yarrow, Tube Distributors, Garden City, N. Y. Dalsimer, Inc., did the planting.

### Banker Speaks

It was a particular honor to have such a man as Dr. Alfred H. Williams take time out from his exceedingly important and busy life to come to address the convention after luncheon. In fact, Dr. Williams, who is president of the Federal Reserve Bank of Philadelphia, attributes it to the excellent salesmanship of Val Curtis, which he compares with that top salesman who sold two milking machines to a farmer with one cow—and then took the cow in payment for the second milking machine!

Dr. Williams has had a lifelong interest in nature and horticulture and yet claims to be an amateur and believes it would be highly presumptuous for him to tell a professional—the nurseryman—how to run his business. Dr. Williams is thoroughly familiar with gardens and arboreta all over the world, including Kew Gardens, the Honeywell estate, Arnold Arboretum, Morse Arboretum and many others.

nursery business Dr. Williams set forth is that the American Association of Nurserymen is "three cuts" above the ordinary trade association.

One of the first impressions of the He believes that there is no lush annual crop of profits in this growing business, but that there are many rewards for the swift if the "ground" is tilled properly. But, he says, there is only bankruptcy for the lame, halt and blind in this business.

### Release from Tensions

He suggests that nurserymen turn and approach their industry from another direction. There has been a steady diet of crises for 25 years with such things as the stock market crash, the great depression, the New Deal, World War II, Korean invasion, global cold war, etc. The result is that tensions never cease and many approaches are used by different individuals to meet these tensions. Some meet it with cynicism and say "Why bother?"; or "Let's look after No. 1." Others retreat and have nervous breakdowns. Some have the eat-drink-and-be-merry approach; there are the "starry-eyed theorists" with their panaceas.

To endure, however, there must be release from tensions and nature

## STOP DAMPING OFF

WITH

## SUNOX

At last nurserymen and propagators can prevent heavy losses from damping off and root rot. SUNOX, college-tested and field-proven, prevents as well as controls rhizoctonia-caused diseases in almost all green and woody plants. It also controls fusarium wilt on carnations and steps up growth in chrysanthemums.

SUNOX is used with remarkable success in cutting benches of taxus, rooted cuttings of rhododendrons, azaleas and arbutus. Read what a leading propagator says about SUNOX.

"I was carting out 2-year-old Taxus liners by the truckload. After application of this material the trees stopped dying. One treatment usually does the job."

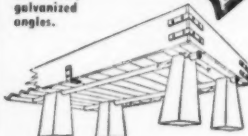
And SUNOX preventive treatment costs so little many nurserymen are using it now as a standard procedure. One gallon of treating solution costs less than 2 cents, treats up to 500 seedlings or cuttings in flats or on the benches.

Write today for prices and further information.

**MIDVALE**  
CHEMICAL COMPANY  
LODI, NEW JERSEY

**ORDER YOUR  
ASBESTOS BENCHES  
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Bench with  
corrugated Asbestos  
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Rough Bros.' is your guarantee of  
quality benches.

**DURABLE — LONG LIFE — ELIM-  
INATES FUNGUS GROWTH —  
WILL NOT CRACK WHEN  
STERILIZING.**

Let us give you a quotation.

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ANY STYLE—ANY SIZE

### STEAM-FLO Soil Sterilizer



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has a method of handling tensions and releases: A balance of work and rest. Here the nursery industry can make a real contribution to American civilization. There is already a vast movement to the suburbs—Philadelphia suburbs grow four times as fast as the city. There is increasing home ownership—in 1940 44 per cent of families had equity; in 1954, 55 per cent, and by 1965 there will be a projected 60 per cent. The gap between modes of living is narrowing; there is more leisure. The average work week, Dr. Williams states, will be down four hours in 1965, while the income per household in 1965 will be up \$1,465.

The nursery industry offers both the sales of tangible plant materials and the sales of intangible values such as beauty—in texture, form, color, fragrance, design. It encompasses the natural sciences of genetics, ecology and chemistry. It offers biology with its birth, growth, maturity, decline and death. It offers spirituality—awe, reverence, wonder, delight and humility.

In conclusion, Dr. Williams expressed his belief that there are rewards to those the nurserymen serve and rewards to those who serve. To those the nurserymen serve there will be the release from tension, the opportunity to express themselves with individuality, the realization that there is more to life than materialistic goals. To the nurserymen who offer these intangibles as well as the tangibles, there is true professional status and greater financial profits because of appreciation by the public of enduring contributions. As Ruskin has said: "There is no wealth except life."

### Roadside Development

The tremendous subject of roadside development is of peak importance now where states are building turnpikes, parkways and throughways geared to safety, speed and beauty. Mrs. Cyril G. Fox, Media, Pa., is familiar with this subject, as she has been working for better roadside development for many years. She is retiring president of the Pennsylvania Roadside Council (she has been succeeded in the office by Eugene Muller). Mrs. Fox is currently chairman of roadside development for the National Council of State Garden Clubs and is chairman of the steering committee of "Keep America Beautiful, Inc." She told the nurserymen of their part in the roadside development program.

"Keep America Beautiful" goes

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Sample of  
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Organic Compost

SEE HOW  
PROFITS  
GROW  
BIGGER!



The new beauty Fertilife gives to all your plants will bring satisfied customers back again and again! As a Fertilife dealer, you have an excellent source of bench and potting soil, as well as a profitable retail item. Use Fertilife in your greenhouse . . . build plus business selling 5-lb. and 50-lb. bags to your customers when they buy potted plants, rose bushes, shrubs, and evergreens. Fertilife is nature's own fertilizer made clean and free of offensive odor. Scientifically composted from livestock manure collected at the Chicago Stock Yards, it supplies humus and natural plant food elements for rich mellow soil for benches, flats or potting. Fertilife is free from offensive odors or weeds, will not burn. Write today on your letterhead for free sample!

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UNION STOCK YARDS, CHICAGO 9, ILL.

hand in hand with "Plant America." It was organized among presidents and vice-presidents of some of the leading industries of the country. It is necessary first to educate the general public to keep America clean; to teach better outdoor manners. The "Don't Be a Litterbug" campaign of the National Council of State Garden Clubs exemplifies the drive to teach the public to clean up the country.

Pioneers in antilitter programs had their spirits raised recently by news of the organization of "Keep America Beautiful." It was initiated by the can, bottling, paper and related industries—with an admittedly selfish interest in checking the unsightly and dangerous dumping of their containers along the roadsides—and these companies are being joined by oil and automotive interests, the Clean Up-Paint Up-Fix Up Bureau, representatives of parks and highways and other agencies concerned with the problem. Drawing on the experience of the garden clubs and various civic organizations as a guide, a well-financed intensive educational campaign is being blueprinted.

#### Promotion Films Needed

To promote "Keep America Beautiful" (KAB), movies and stills are needed to show what industry is doing for KAB. KAB needs the help of the nurserymen in landscaping. Pictures, particularly Kodachromes, are needed to further the aims of KAB, and nurserymen can be most helpful in obtaining these pictures. Garden club women, chambers of commerce, service groups and industries urge support of highway cleanliness, better planning and beautifying. The National Safety Council spends millions of dollars to teach the public to be safe after construction of highways, but it would be better to build safety right into the highway—safety through better planning, better landscaping. This provides better scenery and protects property values through zoning.

Mrs. Fox declared that expressions of support of the roadside development program are needed from large organizations such as the American Association of Nurserymen. There is a greater need, too, for a more active part in politics, although Mrs. Fox does not believe in paid lobbying. It is important in working for roadside beautification to deal with the high officials.

The public is demanding, by its acceptance, the new toll roads. "Ugliness and disorder cannot be tolerated in the dream highways of



#### Raking stones, roots and brush

Material is discharged in a windrow where rake quickly gathers it into piles.



#### Spreading topsoil

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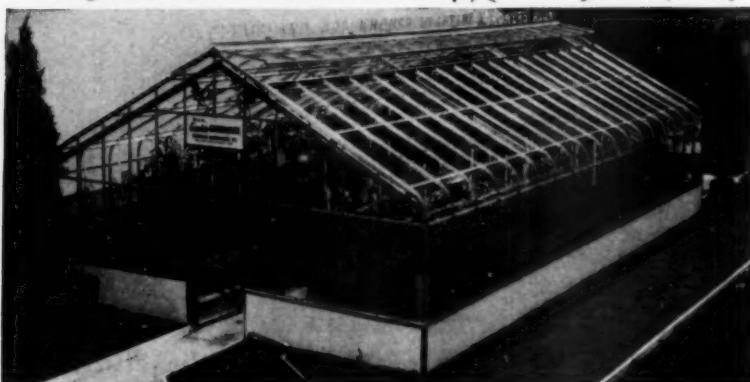
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tomorrow, which are gradually becoming a reality," the speaker said. Additional information on "Keep America Beautiful" may be obtained by writing directly to Mrs. C. G. Fox, Media, Pa.

Following Mrs. Fox, Harris Grand, one of the founders and first president of the American Association of Landscape Contractors, spoke of this new trade organization, formed in June, 1954. Robert Greene, Meadowbrook Nurseries, Englewood, N. J., is vice-president of the group. Mr. Grand believes that 15 per cent of the landscaping is done by landscape contractors, and because of social and business reasons the organization was formed.

### Parkway Development

Oliver Deakin used color slides to present graphically the development of New Jersey parkways in logical order from the beginning attempts to salvage material through the finished stages. Tremendous clearing work is necessary on such an undertaking, yet all possible material is salvaged. No one is better qualified to speak on this subject than Mr. Deakin, who has devoted some 25 years to this work.

B. B. Stangler's talk on "European Nurseries and Formal Gardens," postponed from the day before, was well presented and clearly showed the differences in plantings from one European country to another. In London, for example, he said there are few nurseries as Americans know them and that most people buy seeds and bulbs, or plants smaller than those usually sold in this country. Kew Gardens exhibit excellent specimen material. Paris has fine formal gardens. Belgium has many floral plantings in the parks, and Brussels boasts the largest flower purchases per capita in the world. Mr. Stangler made a complete tour of the bulb industry in Holland and was amazed at the modern methods. In Germany, there are large formal gardens and in Rome, because of climate, Mr. Stangler found more statuary and fewer plants.

### Plant Forum

The plant forum, moderated by Dr. William E. Snyder, had as its topic, "Are Your Plants Overworked?" The panel members discussing this subject included Janet Darling, landscape architect, New York; Dr. John Creech, United States plant introduction garden, Glenn Dale, Md.; William Flemer, III, Princeton Nurseries, and Milford Lawrence, nurseryman of Falmouth, Mass. Between 50 and 75 people attended this evening meet-

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ing, which is an annual favorite despite the competition of movies, theaters and night clubs. It was a stimulating session with a panel of top experts to answer the questions of the group.

A business meeting of region 1, A. A. N., opened the final day of the 3-day meeting, at which an election of officers for the region returned the incumbents to office. These are Eugene Muller, chairman; Albert Flemer, vice-chairman, and Marie M. Enberg, secretary-treasurer.

Valleau Curtis, member of the A. A. N. board of directors from region 1, spoke for a few minutes praising Chairman Muller for an exceptionally fine job. He also recognized the work and contributions to the A. A. N. of Richard L. Holmes and Richard P. White. He endorsed the program of urging new people to join the American Association of Nurserymen, but with the admonition that the prospective members must carry on their businesses in an honorable way to be considered.

## N. L. N. A. Program

At this point the meeting was turned over to Allan Dalsimer, executive committeeman for region 1,

National Landscape Nurserymen's Association, for a program sponsored by the N. L. N. A.

Dr. Joseph Howland, House Beautiful magazine, spoke on "What Constitutes a Fair Guarantee." He handled the subject so comprehensively and with so new an approach that it will be discussed at length in a later issue.

The luncheon speaker, Dr. Frank A. Pearson, Cornell University, held a group of over 200 enthralled by his subject matter, his manner of delivery and his humor. Despite the fistful of charts before each person, everyone listened attentively to Dr. Pearson. While the topic of "This and That" sounds casual, the subject was not. It dealt with economic conditions and comparisons with other eras on which predictions are based. Dr. Pearson is a prognosticator and was almost alone in predicting the election of Harry Truman in 1948.

## Informative Panel Session

The final panel on the program was received with great interest and many landscape nurserymen remarked later that they had derived much from it.

Joseph Roesch, senior instructor in charge of landscape planning and

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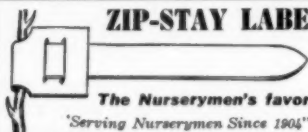
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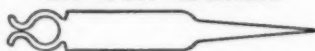
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design, Long Island Agricultural and Technical Institute, discussed "Planting Small Ranch-Style Homes" and illustrated his points with color slides. The ranch house of today has many architectural interpretations. As a general rule, however, most buildings classified as ranch style stress low, horizontal lines, oversize or picture windows and sometimes glass walls.

Ranch house architecture requires simplified plantings. Espaliered evergreens and shrubs, low ground covers and small trees are more in keeping and reduce maintenance as well.

When planning plantings for any building, studies should be made in elevation as well as plan. The elevation study is of prime importance because modern buildings are usually the major element in any landscape composition. To approach the landscaping problem soundly, certain objectives in selecting and placing plants around a building should be kept in mind:

1. Transition between building and ground.

2. Enhancement of beauty of building and architectural details.

3. Concealment of objectionable foundation lines and parts of a building.

The present trend in entrance development is to enclose and screen to give privacy from the street, but planning should arrange for a combined entrance walk and drive with suitable plantings to make the house the central feature and the front door the main focal point. Screens are of great value in cutting out noise, dust and dirt and giving some measure of privacy to a picture window.

### Each Job an Individual Problem

George Tuoti, landscape nurseryman, of Ridgefield, Conn., showed a series of "before and after" shots which emphasized that "Every Landscape Job Is an Individual Problem." When the homeowner finishes paying for his house, his budget is tight because the money has gone into the construction. The builder usually gives the house what Mr. Tuoti termed the "gumdrop" treatment, and it is then necessary for the landscape nurseryman to come and correct the situation. In the case of colonial-type home, for example, plant materials suitable to that type of home should be selected. To aid in achieving the effect of an old colonial home, large specimen lilacs might be used to give the impression of always having been there. Other plants, like rhododendrons,



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might be selected with the same viewpoint in mind.

Where several levels are involved, the problem is different. Multilevel planting can be softened and unified by using the same materials on different levels to give feeling of similar texture and to soften the general appearance.

Clever use of vines can point up or hide certain features depending on whether the purpose is to emphasize or conceal.

There is value, too, Mr. Tuoti mentioned, in restraint pruning, to keep plantings from looking stilted.

## Split Level Homes

Raymond P. Korbobo, well-known lecturer and author, of Rutgers University, discussed landscaping of split level homes. Mr. Korbobo felt that many of the split level homes are poorly placed, being, for example, built on flat ground and giving a "grain elevator" appearance. There is a tremendous need to cut the height; so vertical lines must be broken and horizontal lines must be introduced. Perhaps pines with horizontal branches would help cut the height, or a vine could be used to create horizontal lines.

Plants at the doorway should be low, increasing in height toward the

corners of the house. This will not only make the house look wider, but will focus attention on the point of entry.

All panelists agreed that simplicity is the mark of true beauty in plantings.

After a brief question and answer period the meeting—and convention—adjourned.

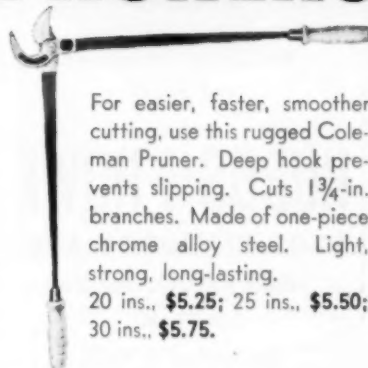
## LANDSCAPE SERVICE MEETS

On Monday, January 4, 1955, the Landscape Materials Information Service held its annual dinner in the Palm room of the Hotel Roosevelt, New York. About 45 people were present, with representatives from all classifications of members; namely, nurserymen, landscape contractors, landscape architects and representatives of public agencies and suppliers.

Valleau C. Curtis, Curtis Nurseries, Callicoon, N. Y., founder of the group and its present chairman, presided. Other officers are vice-president, Bradford Green, landscape architect of Clarke & Rapuano, New York, and secretary, John Ryan, New York state department of public works.

Mr. Curtis reported on the work of the Landscape Materials Infor-

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mation Service during the past year—the first year the organization has functioned on its own. Earlier, it was sponsored by region 1 of the American Association of Nurserymen. Publications of the Landscape Materials Information Service during the past year included two nursery inventory reports—one in February, 1954, and one in August. These are comprehensive lists compiled and prepared from inventories presented by member nurseries on what stocks they will have available during the current year and the next year.

The annual plant requirements summary was also published, in March, 1954, as a guide for nurserymen in the propagating field so that the needs of landscape architects and public agencies on large projects can be more readily met. This tremendous work was compiled by Bradford Green. Oliver Deakin, New Jersey highway authority, will undertake this task in 1955. Besides these two major publications, which act as a meeting ground for grower and consumer, 84 bulletins giving the status of various landscaping jobs were published and distributed to the membership.

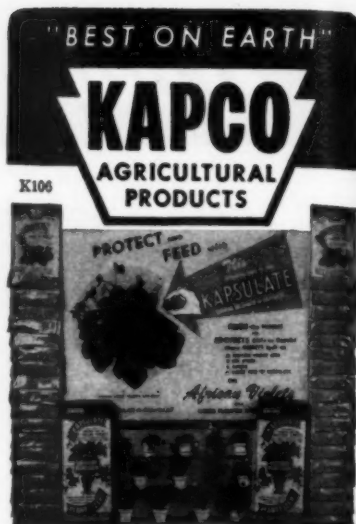
Advertising space is now available for members of the service in the nursery inventory report. Any member interested in advertising should contact the chairman of advertising for Landscape Materials Information Service, Arthur Murphy, New York city department of parks, the Arsenal, Central park, New York.

**Supplies Information**

The Landscape Materials Information Service is built on the basis of selling information. Primarily it is the compilation of the nurserymen's reports and, secondly, the list of materials wanted by the landscape architects. This particular service provides the design man with some knowledge of what is available now and what will be available in the near future. It acts as a guide to the nurserymen, who then know what stock will be wanted in the future. With the increasing demand for beautification and increased planting the value of this service is even greater.

Arthur Murphy, chairman of the membership committee, reported a considerable growth. In January, 1953, there were 46 members; in January, 1954, 80. And in January, 1955, there were 100.

Harris Grand, Brooklyn landscape contractor and president of the newly organized American Association of Landscape Contractors,

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addressed the Landscape Materials Information Service and complimented the group on the effectiveness, accuracy and timeliness of its notices on landscaping jobs which are open for bidding. Mr. Grand stressed the value of the inventories and how such reports saved him much time in locating sources of material.

Other speakers included Oliver Terhune, Terre Co., Rochelle Park, N. J.; Ed Costich, Hicks Nurseries, Westbury, N. Y.; Carl Stelling, landscape architect, and Peter Cascio, West Hartford, Conn., recent past president of the A. A. N. Mr. Cascio, Mr. Stelling and Mr. Terhune were elected at the meeting to the board of directors for 3-year terms. Other members of the board are Oliver Deakin; William Flemer, Princeton Nurseries, Princeton, N. J.; Robert Greene, Meadow Brook Nurseries, Englewood, N. J.; Arthur Murphy, and Fred J. Noble, Lovett's Nursery, Little Silver, N. J.

**LONG ISLAND ELECTION**

Frank S. BonGiorno, Suburban Nursery, West Hempstead, L. I., N. Y., was elected president of the Long Island Nurserymen's Association at the annual meeting of the group, held December 29 at Roth-

man's East Norwich Inn, East Norwich.

Other officers elected at the meeting included vice-president, Peter Costich, Hicks Nurseries, Westbury; secretary, Donald Politt, Landscape Associates, Old Brookville, and treasurer, Frank Williams, Bagatelle Nursery, Huntington Station.

David Bulk, Bulk's Nurseries, Babylon, outgoing president, reported on activities of the past year. He advised the membership of the appointment of two new committees, one on credit and one on ethical trade practices.

GEORGE W. SCHAFFER, traffic manager of the nursery division, Newark, N. Y., Commercial Enterprises, Inc., was elected secretary of the Parcel Post Association at a meeting held January 12 at Chicago. The association was formed recently to aid users of parcel post.

VICTOR MUSSO recently opened the Pine Knoll Nursery, on North Airmont road, Suffern, N. Y. He formerly operated the Caroline Nursery in New Jersey.

AFTER 25 years of landscape gardening, Ray Contaldo & Sons, Cleveland, O., recently went into the nursery business.

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By Howard P. Quadland

The "Plant America" program has made satisfactory strides. It continues to grow. Hardly a day goes by but what some new group recognizes the new values we have promoted for planting and beautification.

Lately we have been working and cooperating with the Edison Electric Institute and public utility companies on booklets about trees and shrubs for the general public. We are working on one now in cooperation with General Electric Co. for landscaping electrical substations, which appears to be an outgrowth of our industrial landscaping awards. The Detroit Edison and the San Diego booklets on shrubs and trees are being sent to leading public utility companies suggesting they do likewise. Booklets have also been put out by the Southern California Edison Co., Pacific Gas & Electric Co., New Jersey Bell Telephone Co., and the Cleveland Illuminating Co., and we try to spread such projects to other utility companies.

Home, industrial, community, church and highway plantings have been promoted. We are trying from every angle and in every possible market to build around the American public and the American economy not only a consciousness of the beauty and comfort and better living derived from products of the nursery industry, but also the economic values of good plantings. It is a potent argument for good landscaping that it will both help to prevent the home property from depreciating in value, as well as increase the resale value of the property from 15 to 20 per cent.

## Stress Economic Values

We want to surround the home owner with all the benefits from good planting—not only one or two benefits, like beauty and comfort, but others as well, especially the economic values.

Our goal is to make the public aware of plantings everywhere—at home, when they go to work, when they go to school or church, when they take a drive on the highway, eat at a restaurant, take a vacation at a resort, even when they

Address of Howard P. Quadland, publicity director of the American Association of Nurserymen, at the A. A. N. eastern regional meeting at New York January 6.

visit a doctor or see an electrical substation.

In every one of these fields we have had published or have pending stories showing the values of landscaping with trees and shrubs. For home plantings we have stories in the home and garden magazines, newspapers, house organs, on TV and over the radio.

For town plantings, we have had "Dress Up Your Town with Trees and Shrubs" in Kiplinger's Changing Times and in the Town Journal, from which we have had about 300 requests for town planting programs.

The industrial landscaping awards promote industrial landscaping.

Articles in Resort Management on "Good Landscaping Is Good Business" and in hardware, building and savings and loan publications also hit the homeowner. We have a

story pending in Medical Economics on the landscaping of doctors' offices, as well as others, including a climate control story in American Home. There have been stories in country-wide church publications.

We want the homeowner to think of plantings everywhere for their economic values, in addition to those of beauty and better living, wherever he happens to go.

This we are gradually accomplishing by promoting home property appreciation with landscaping; by showing communities how they can be better places in which to live; how business is better and population grows faster in the well-planted town; by showing how employee and community relations are improved by industrial plantings; by showing the benefits of school and church plantings, which reduce vandalism when the kids help with them, at the same time teaching youngsters the values of plants; by showing how buffers of plants reduce street traffic noises, including both the aesthetic and safety values of plantings. We are constantly sur-



## FAST, EFFICIENT ROSE TYING with SAXMAYER MODEL EM!

A small, fully automatic, electric bench model tying machine—self-adjusting to all sizes of bundles—especially designed for tying flowers and nursery stock in bundles up to 16 ins. in circumference. It's lightweight, so simple in construction even a child can operate it. Write for illustrated folder describing SAXMAYER models serving over 100 different industries.

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- Ties shrubs and trees up to 6 to 8 ft. long by 35-in. circumference.
- Uses jute or sisal twine—fully guaranteed.

- Automatic safety release to protect machine and operator.
- Ruggedly built, all-metal construction—speedy.

Many now in operation by enthusiastic owners.

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BLISSFIELD, MICH.

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TREE FERN  
**TOTEM POLES**  
**NOW!**  
**20**  
**DIFFERENT SIZES**

Catalog Available on Request.

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Crystal's **RABBIT**  
**REPELLENT**

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rounding the public with the benefits and values of your products.

Everywhere they turn, we want the public to see how much more worthwhile their lives can be with more attention to planting.

Coincident with the promotions to the public, we try to give each nurseryman the latest information on merchandising nursery products. This helps to round out a sound method for obtaining both greater sales and greater profits.

Merchandising and selling is more important in 1955 and will become even more important in the future as competition grows. If you do not really sell, you are going to drop behind the parade, not only because of competition in the nursery trade, but because of other industries that are gearing their selling and advertising operations to the highest point in their history.

We've got to sell. We have to study selling more, and we have to make our selling organizations more efficient. We shall have to weed every last drop of inefficiency out of them.

#### Must Sell at a Sound Profit

Moreover, we must price to sell at a sound profit that will enable us to keep up our efficiency and our promotions. We don't want the calamity of record sales with little or no profit. Personally I feel that the greatest misfortune of the nursery industry is that it has never learned to price its products at the point where full steam ahead can be allowed for advertising, promotion and other sound selling expenses.

Study your merchandising bulletins and put their ideas into practice. We've picked a lot of selling brains to bring you sound sales information. We've got to tighten up and knock out inefficiency and wastefulness and poor selling.


Good selling is not easy. The good salesman shudders at the idea of waiting for sales. He steps out and makes them, and you can do the same. Building up your own private trademark can be a partial answer to price cutting, if you do a good job of it, with quality.

And we have to use "new" selling ideas. We cannot rely on people to landscape and plant just because they have built a home in recent years. We have to go out and sell them on it, whether through the mail, over the counter, through advertising or otherwise.

We want you to get more excited, have more enthusiasm for what you can do for yourself as an individual,

## from a GREENHOUSE in New York...

*"one of the most useful machines on the place"*



**Louis Dupuy**  
GREENHOUSES

GARDENIAS · CAMELLIAS · ACACIAS · HEATHS · CYCLAMEN · HYDRANGEAS · LILIES  
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Hundreds of users have found the Royer to be "most useful" in their operations. Made in capacities from 1 to 150 cubic yards per hour — electric motor, gasoline engine or belt-to-tractor driven. Write for Bulletin 46 giving complete information.

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MAKES SANDY SOIL MORE  
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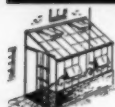
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# Waldor

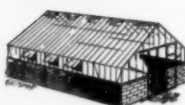
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1500 LBS.

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Built to  
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Lever Tree Pruners, Pole Saws, Tree  
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Write for free illustrated catalog showing complete line.  
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and as an industry, as well as what you can do for the public with more widespread planting, with "Plant America." We should gear ourselves to such thinking if we ever hope to accomplish it. That's a goal every nurseryman should always keep before him, because in accomplishing widespread planting and landscaping in his own area he helps to do the "Plant America" job for the whole country.

Business will be good in 1955. It will not be good everywhere in every business, but an upward trend started toward the end of 1954 and is expected to continue until the second quarter of 1956, at least. You can be certain, however, that business will be good for the nurseryman who steps up his selling operations.

So let's move forward in the nursery industry! Let's do a sounder selling job!

A lot has been put into those merchandising bulletins you receive. Use the information to increase sales.

Set goals for salesmen. With real effort we can make two sales in the nursery industry where one grew before. You wouldn't think of not cultivating your nursery fields. You need to cultivate sales in the same way. They won't come to you in the same volume without it, any more than you can grow good stock without cultivation.

Take advantage of every opportunity. Community beautification may not seem a sales opportunity to some, for instance, but the Waynesboro Nurseries, in Virginia, had four community planting projects, and to one group alone they sold 515 dogwoods. So don't underestimate your possibilities.

Enthuse your whole organization over your "sales drive in '55." Explain what you want to accomplish and how you want to accomplish it, from the material outlined in those merchandising bulletins.

We are starting a new year. My wish for you is a stronger sales drive in 1955. From that will come your happy new year.

THE Wayside Nursery, Biltmore, N. C., has been sold by Hugo Strongmiller and his wife to Willard Lindberg and Herbert Vogel. Mr. and Mrs. Strongmiller will continue business at Mountain Home, N. C., under the name of Strongmiller's Nursery.

MRS. FRED MEYER opened a nursery business recently at Petersburg, Ill. She specializes in evergreens, statice and hardy flowers.



## GIFT WRAP YOUR PLANTS WITH NURSERICANS\*

Nurserican is the really new container . . . made with the needs of the nurseryman in mind . . . an all-steel container coated with a beautiful shade of green paint . . . smooth, even, modern lines . . . adds to the beauty of your plants.

And . . . Nursericans nest without sticking . . . have side drainage holes . . . feature the "EZ-out" removable bottom. Best yet, Nursericans are available in two popular sizes: 6" and 8" (called one and two gallons by the trade).

Nursericans are America's most beautiful, most popular, and most-for-your-money container.

Switch to Nurserican this season.

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in Far West



**THE *Lerio* CORPORATION**  
MOBILE, ALA. • VALDOSTA, GA.

### ILLINOIS CONVENTION

[Continued from page 7]

men that since the announcement of the booklet, on January 5, he had been mailing out 15 to 50 copies per day. On the subject of the Japanese beetle problem in Iroquois county, he said an emergency fund has been asked, the request being put into the form of a bill by the governor. It is necessary, he stated, for 2,000 acres to be treated this spring in order to bring the infestation under control. Mr. Borah related that considerable trouble has been encountered from peddlers in the state and urged nurserymen to report violations to his Springfield office immediately so that state inspectors could correct the situation.

### Official Reports

In his treasurer's report, Mr. de St. Aubin said the general fund as of December 31, 1954, contained \$11,368.57, while the special fund totaled \$2,807.02. Including the reserve fund, the total assets of the association are \$19,518.37, he said.

Reporting as chairman of the membership committee, William J. Smart, Dundee, stated that since 1942 the membership of the Illinois State Nurserymen's Association had doubled. It currently stands

at 260, which represents a gain of eight members in the past year.

Mr. Spencer reported that the committee to confer with the department of horticulture at the University of Illinois would like to start a short course, primarily on landscaping. After obtaining a most favorable reaction from the members, Mr. Spencer said the committee will meet in February and try to set a date for a summer course.

In a short meeting of the Illinois chapter of the American Association of Nurserymen, the newly elected officers of the Illinois State Nurserymen's Association were voted to guide the Illinois chapter during the new year. Serving as directors will be C. S. Ingels, Henry, Ill., and Mr. Smart.

### A. A. N. Program

The A. A. N. portion of the Illinois program featured a full complement of association speakers. J. B. Baker, Jr., Fort Worth, Tex., A. A. N. president, made the opening address and introduced the others on the program.

Mr. Baker announced that the A. A. N. as of mid-January had a total of 1,548 members. He went on to describe his life as president of the association, stating that since

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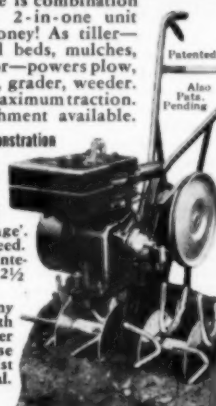
Basic machine is combination tractor-tiller. 2-in-one unit saves you money! As tiller—prepares seed beds, mulches, tills. As tractor—powers plow, sickle mower, grader, weeder. Rotors give maximum traction. Sno-Fly attachment available.

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### USE-AND-SELL PLAN BRINGS SPECTACULAR RESULTS, BIG RETURN

High-analysis FERTILEZE soluble plant food has brought spectacular planting success to professional landscape men, nurserymen and home users. Lifetime-built FERTILEZE feeding devices provide the easiest, most effective method of foliar and root feeding for lawns, shrubs, trees and gardens. You can enjoy **DOUBLE** benefits from the proven FERTILEZE system... by USING it... and by SELLING it to your customers.



Invaluable for bench feeding as well as spraying through sprinkler, soaker, hose nozzle or Root Feeder.

### FLOW MIXER

#### WHEN YOU USE FERTILEZE...

... You effectively reduce planting failure and insure greater maturity of seeds and plants. You build customer confidence and satisfaction in your services. You save hours of labor when applying hydrated lime, insecticides, fungicides—and even Bluegrass seed—through precision FERTILEZE feeding units. Water pressure does all the work!

#### WHEN YOU SELL FERTILEZE...

... You create an extra source of profitable income, from both old and new customers. Repeat business in plant food alone builds steady, self-sustaining volume. Customers enjoy using foolproof FERTILEZE feeding tools... keep lawns, shrubs, gardens in top condition at all times.

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AN-2

his election the past July, he had attended 17 meetings, had put in 62 full days in association work, had spoken before 4,700 persons and had traveled 16,500 miles. He declared that he loved every minute of it.

Mr. Baker presented a "Plant America" industrial landscaping award to the Joliet division of the Caterpillar Tractor Co., Joliet, Ill. R. H. Bachman accepted the award for the Caterpillar organization.

The second A. A. N. speaker was Curtis H. Porterfield, administrative assistant from the Washington office, who spoke on the association's group insurance program. Mr. Porterfield stated that 180 firms with over 1,000 employees were now covered by the program and that to date \$72,000 had been paid in claims. He described the increase in benefits now being offered by the plan and urged all qualified nurserymen to join.

The association's newest administrative assistant, Lester O. Begick, appeared on the program to report on the status of quarantine 37. Mr. Begick outlined the recent history of the law, describing the changes proposed by the Department of Agriculture to allow the importation of plants growing in ground peat, sphagnum moss and similar materials. He reiterated the reasons why agricultural organizations including the A. A. N. are opposing the department's proposed changes. He was confident that the department could be persuaded to abandon a policy which was so likely to result in the importation of insects and diseases into this country.

A topic of great interest, the fair trade practice rules, was discussed by Clark Kidd, Tyler, Tex., chairman of the association's trade practices committee. Mr. Kidd told the story of the fight against misleading advertising and other deceptive trade practices and outlined the steps that led to the formulation of the trade practice rules by the nursery industry and the federal trade commission. He stated that a final industry-FTC conference on the trade practice rules would probably be held in February, at Washington, D. C.

#### Planting Promotion

Howard P. Quadland, New York, A. A. N. director of public information, reported on his favorite subject, "Plant America." He opened his address by reading a telegram he had just received from Washington, stating that resolutions naming the rose as the national flower of the United States had just been intro-

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- Attractive silver Aluminum, backed with yellow cardboard.
- Inexpensively priced:  
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Quality budding, grafting and pruning knives and shears. Manufactured in Germany.



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## FERTO-POTS

MILLIONS USED  
PLANT EATS POT  
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FERTO-GERM, Compost, Manure.....	\$ 48.00
MULCHNUR, 3-6-3 All Organic.....	60.00
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GARBAGE TANKAGE, 3 1/2 per cent Am.....	18.00
SE-BO-PHOS, 20 per cent T.P. Acid.....	18.00
FEATHER TANKAGE, 17 per cent Am.....	130.00

Write for Price List, Small Quantities.

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duced in both houses of Congress. This is a forward step in a program which has been spearheaded by Mr. Quadland and others to gain this recognition for the rose.

Mr. Quadland stated that much of his promotion material now and in the future will stress the economic advantages to be gained from planting and landscaping. The public must be educated to the fact, he said, that planting lessens the depreciation of a piece of property and materially increases its resale value.

Mr. Quadland paid tribute to the planting campaigns now being undertaken in a number of states, citing specifically the "Plant Texas" campaign, which has just begun, and the "Plant Illinois" booklet, which has been published by the state of Illinois largely through the efforts of the nurserymen of the state.

Like the other speakers, Mr. Quadland urged the nurserymen to give the greatest attention to merchandising and to take advantage of the merchandising assistance provided by the A. A. N. and other sources. He called for the establishment and maintenance of realistic prices, prices which would provide sufficient profits to permit a comprehensive advertising and public relations program on the part of the nurserymen.

The final speaker on this program was Richard P. White, executive secretary of the A. A. N. Inasmuch as several of the preceding speakers had covered the subject of economics from all angles, Dr. White tossed out his prepared speech on that subject, stating that "by now everybody knows that we are going to have 4,000,000 new babies this year!" He did urge the nurserymen to heed what they had heard and to go out and sell. There will be much legislation of interest to nurserymen introduced in the 84th Congress, he said, and he assured his listeners that the A. A. N. would be active in the fight to protect the interests of the industry.

#### President's Address

In the Illinois president's address, Roger S. Leesley, Leesley's Nurseries, Libertyville, Ill., stressed the pressing need for a public relations program in the nursery industry. He pointed out the heavy competition among industries for the consumer's dollar and stated that although business in the nursery industry has been good, it could be a great deal better. He emphasized that a public relations program should be launched when business is good and funds are available, so

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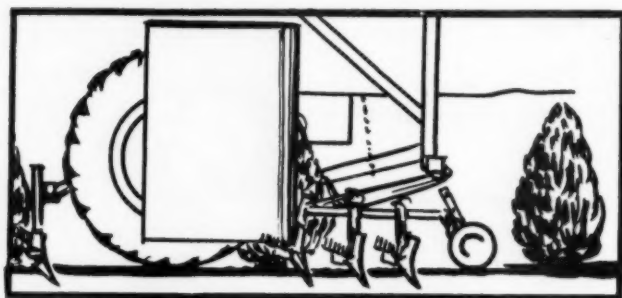
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**MAKES POTTING SOIL WITHOUT ADDITIONAL ATTACHMENTS**

Shreds, screens, grinds compost, sod, leaves and cuttings the way you want them. Prepares organic matter for composting and mulch. Mixes compost or other fertilizer with soil. Separates trash. Gas or electric powered.



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**USE HYPONEX** for top dressing, seedlings, cuttings, transplanting and general feeding of plants. Produces sturdier stock in less time.

Retail Price	Dealer & Grower Cost
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3-oz. can 25¢—36 to cs. wt. 12 lbs. . . . \$ 6.00 case	
7-oz. can 50¢—24 to cs. wt. 14 lbs. . . . \$ 8.00 case	
1-lb. can \$ 1—12 to cs. wt. 16 lbs. . . . \$ 8.00 case	
10-lb. drm. \$ 8—individually packed . . . \$ 5.35 each	
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1 lb. makes 100 gallons liquid plant food.	

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Fits Ford, Ferguson, International Super C, Case, etc.

Standard—For hilly, stony land, heavy sods. Lake States—Has middlebuster between coulters and trencher for scraping.

M-4—Equipped with 28-in. coulters for planting in brush, roots, etc.

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that its effects can carry over into less prosperous periods.

Once started, a public relations program will advance on its own momentum, Mr. Leesley pointed out, although a good program requires the co-ordination of all phases of the industry. Each individual must participate so that each may benefit, the speaker concluded.

## **International Economics**

Edgar M. Elbert, Maywood, Ill., a real estate broker and past president of Lions International spoke on the human element in international economics.

Mr. Elbert called businessmen the cornerstone of the American economy and outlined the privileges and obligations attaching to men in this position. It is the duty of American businessmen, he said, to maintain the present level of this nation's economy and to raise the economic standards of other countries of the world. He emphasized that economics is a strong weapon in the fight against communism, which he said was basically a struggle between economic philosophies.

As a highly active member of the Lions Club, Mr. Elbert had high praise for the service clubs in fostering the American philosophy abroad. It is in great part through these clubs, he said, that American ideals of philanthropy have been spread to foreign countries. Once implanted in the minds of Europeans and Asiatics, these ideals are readily absorbed and accepted, he said.

## **Great Sales Potential**

"Selling—Powerhouse for Business" was the topic of Thomas H. Coulter, chief executive officer of the Chicago Association of Commerce and Industry. Mr. Coulter stated that 1955 should be the best year economically in the history of the country. He pointed out these seven favorable factors which led him to this conclusion:

1. Raw materials are plentiful.
2. A fully adequate labor supply is available.
3. There is a strong desire on the part of consumers to buy.
4. Deposits in savings institutions are at an all-time high.
5. An abundance of credit exists.
6. National income is near record levels.

7. The continuing high birth rate, 4,000,000 babies a year, makes for greater demand both now and in the future.

Of particular interest to nurserymen was Mr. Coulter's estimate that new construction in 1955 will total

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39.5 billion dollars, the largest total for any year in history.

Having demonstrated that the market exists, Mr. Coulter stated that it remained only for businessmen to reap the harvest. This can be done, he said, through aggressive salesmanship and through the creation of confidence in the minds of the consumers in the nation's economic future. Some of the large industrial firms have led the way in this respect by spending huge sums for capital improvements and by insisting upon a high level of salesmanship. The day of the order taker is over and the fine art of selling must be revived.

Also of comfort to nurserymen was Mr. Coulter's statement regarding the trend toward home ownership. At this time 57 per cent of the nation's homes are owned by their occupants. In addition, the trend toward shorter working hours and higher pay has created a greater abundance of leisure time and more of the wherewithal to enjoy it. Gardening, as one of the most popular hobbies, will continue to benefit from this trend.

In closing, Mr. Coulter reminded the nurserymen that the industry has only scratched the surface of its potential and that tremendous

growth is possible. He urged nurserymen to plow their profits back into their businesses and to merchandise their products for all they are worth in order to successfully compete with high pressure retail outlets, both in and out of the nursery field.

The first day's sessions concluded with a showing of the motion picture, "Rosarama," the half-hour color sound film on the production of roses prepared by Mount Arbor Nurseries, Shenandoah, Ia.

### Sales Executive Speaks

The luncheon speaker on the second day of the meeting was Gene Flack, Sunshine Biscuits, Inc., New York, one of the nation's best-known sales executives, who spoke on his favorite topic, selling. Mr. Flack puts his message across more through the sheer force of his own personality than through the words he uses. His address consisted principally of a series of humorous stories, each, however, designed to illustrate a point he was making. A departure from the methods of most speakers is Mr. Flack's custom of tossing cigars to members of his audience who respond particularly well to his stories.

He emphasized, using himself as

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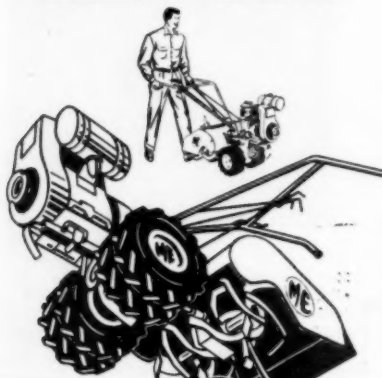
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an example, that salesmen must be permanently optimistic. He decried the "prophets of gloom and doom" and stated that fear has no place in selling. He cited a survey made by This Week magazine which revealed that 81 per cent of economic predictions made since 1945 have been wrong. On this basis, it would seem that the more pessimistic the economists become, the better are the business prospects.

### Human Relations

Mr. Flack was followed by Dr. Carl S. Winters, pastor of the First Baptist church, Oak Park, Ill., who offered an inspiring address on human relations. Intelligence, skill and personality are required for good human relations, Dr. Winters declared. The ability to harmonize with others is the most important quality anyone can possess in business or personal affairs, he continued, and only by exercising this quality can great things be accomplished.

Dr. Winters offered some rules of conduct which businessmen and others would do well to follow. Briefly, these were:

1. Thou shalt love men, not just use them.
2. Thou shalt develop thy understanding.
3. Thou shalt compliment more than criticize.
4. Thou shalt not become angry.
5. Thou shalt not argue.
6. Thou shalt be kind.
7. Thou shalt have a sense of humor.
8. Thou shalt smile.

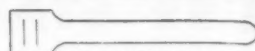
Dr. Winters also called for a spiritual awakening and urged his listeners to attend to the religious side of their lives.

The annual banquet, with cocktail hour, entertainment and dancing, was, as always, a highlight of the Illinois convention. Women enjoyed a special program planned for them, including a card party and a special luncheon with entertainment.

WHILE C. B. Miller met customers of the Milton Nursery Co., Milton, Ore., at the Chicago meeting. Mrs. Miller shopped for furnishings to equip their new home, being built on the site of their former residence, which was razed. They expect to move about April 1.

JAMES S. WELLS, propagator and author, Dundee, Ill., took time out from the Illinois convention to celebrate his 40th birthday, January 10, at a steak dinner with Mrs. Wells.

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Regular Weight Price	100. \$2.75 1000. \$25.00	Regular Weight Price	100. \$4.00 1000. \$37.50	Regular Weight Price	100. \$4.50 1000. \$42.50	Regular Weight Price	100. \$5.00 1000. \$47.50
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## PROPAGATION FAILURES

[Continued from page 18]

able plants were killed. All these failures over the years have made me highly skeptical of some of these modern shot-in-the-arm fertilizers which are advertised and apparently used with success by many growers. I must own that, on valuable stock such as most of our nursery crops certainly are, I prefer to use some of the organic fertilizers, particularly for applying nitrogen, as opposed to the more active and more rapidly available inorganic forms. My distrust of sulphate of ammonia has remained with me through the years, and, to this I have added an equal distrust of nitrate of soda and similar potent forms of nitrogen. In almost all the work which I have done on rhododendrons and azaleas, nitrogen has been applied as tankage, guano, cottonseed meal or hoof and horn meal. The most readily available material is tankage.

In most nurseries, there are many more plants which have been killed by excessive kindness than from starvation, and if one can lay down a rule, I would suggest that moderate feeding, applied in small quantities but at fairly frequent intervals, is much to be preferred to the application of large doses to overcome apparent deficiencies. Of course, the good grower attempts so to prepare his land and feed the crop preceding



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the one in question that a fine reserve of plant foods is available in the land before he sets out his crop. This is the ideal, but, as always, we have to compromise with it to meet particular day by day conditions.

Errors of judgment in the use of plant hormones are responsible for much heartache on the part of some propagators, and, unfortunately, they are also responsible for the doubtful reputation that these aids to propagation have with some growers. When we start to use these plant rooting substances, the possibility of errors of judgment due to incorrect timing, improper type of cutting wood and excessive treatments is endless, and, while the negative attitude of the propagator who has tried them and failed can be understood, it cannot be supported.

If you are endeavoring to obtain better stands of rooted cuttings by the use of these hormone powders or any other method of hormone treatment, failures due to errors in judgment can become serious, and the greatest care in exercising judgment as to timing, type of cutting and strength of treatment to use is essential. In general, I believe it is best on all standard propagation to err on the modest side in treatments, for it is better to have fairly well-rooted cuttings in substantial quantities than to have a few robust cuttings with masses of roots, but the unfortunate reputation which these hormones have with some growers is almost certainly due to errors in judgment on the part of the user, and not to any inherent fault on the part of the hormones themselves.

### Failures Due to Lack of Knowledge

Failures due to lack of knowledge are perhaps not quite so reprehensible as the first group, but, even so, blame for these failures must fall fairly and squarely on the shoulders of the would-be propagator. However, failures from lack of knowledge are sometimes acceptable, and, in saying this, I think back to our efforts to root rhododendrons.

When I started to try to root these plants, I knew practically nothing about it, so, as always, the first procedure was to find out all that was available in print. Some references from this country, some information which I had obtained from Holland and some more discussions with local growers indicated the approximate time of year and the best type of cutting which would most likely root. With this small amount of initial information, tests were com-



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menced, and it goes without saying that all through the years there have been a whole series of failures particularly on certain varieties.

#### A Difficult Plant

Coming directly to the most difficult one, Rhododendron Dr. H. C. Dresselhuys, year after year we stuck cuttings trying in every way possible to root them, but without success. We had inserted innumerable tests over a period of five years, but had not rooted enough to make even a small showing on a bed in the nursery, far less to offer any to people who might come to buy. A considerable amount of time, effort and money had been expended in not growing Rhododendron Dr. H. C. Dresselhuys cuttings, and a monumental list of failures was recorded in our test books.

Yet, perhaps without realizing it, we were slowly gathering information from these failures, and also from the successes which we had obtained on other varieties, so that eventually we were able to unlock the door and reveal a method which gave good results. This has been reported elsewhere (American Nurseryman, May 1, 1953, and September 1, 1954) and, therefore, it suffices here to say that only after six years of continuous effort were we able to root commercially sound quantities of this particular variety.

Now, these failures I believe to be justifiable failures, and the only question to be answered is "How much of this work can the average nurseryman sustain by his successful propagation of more ordinary plants?" There is an obvious limit to the burden which the average nurseryman can accept, and, while some degree of experimentation is, of course, essential for every grower, too much could upset the proper balance which must be maintained.

Another type of failure which must be included in this group due to lack of knowledge is that which can be attributed to a failure of a technique. As an example, I recall a disastrous failure which occurred to me some years ago in the grafting of *Acer palmatum*. We had excellent understocks which had been potted and established in the pots, and, in due course, the scions were gathered, and the plants grafted in the usual way and inserted in a sweat box under double glass. Within two or three days mold began to appear on the cut surfaces at the tip of the scion and also on the cut surfaces where the understock had been trimmed.

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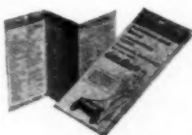
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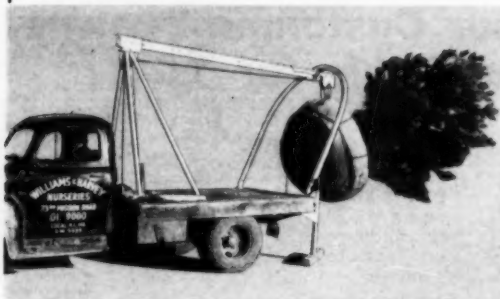
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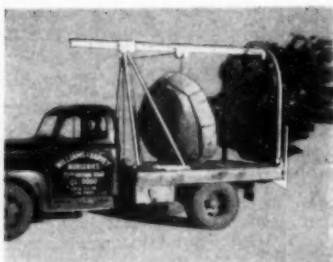
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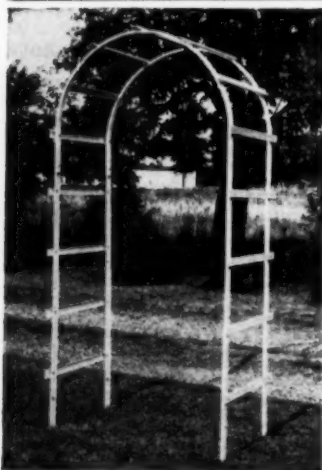
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could not be controlled. We aired as much as we dared, we sprayed with fungicides which certainly slowed the trouble down, but did not eliminate it, and, finally, after about two weeks of struggling to keep the fungus under control, we took the whole lot out of the benches, waxed the point of union, placed them in an open bench and hoped for the best.

This, of course, was too late, and our final percentage stand was only 20 per cent on a batch of 10,000 grafts. With this failure before us, we knew that we just had to do something about it, and, therefore, in the period between one propagation season and the next, we scratched our heads to try to figure out an answer to the problem. The propagator at Koster's, Jack Blauw, finally came up with the suggestion that we should graft directly in the open bench without covering with a double glass and should wax the whole of the scion by dipping the graft at the time of grafting in molten wax. As we had nothing to lose, this procedure was adopted, and, I am glad to say, worked admirably. Our losses were reduced to reasonable proportions (10 per cent), and a good stand of grafts was maintained year after year by this method.

The procedures were finally applied to a number of other plants, particularly pink dogwood and some magnolias, with equal success. This failure could clearly be attributed to lack of knowledge, but, by using our brains and endeavoring to overcome the problem, we finally succeeded by changing our methods.

### Just Plain Failures

In writing out the first preliminary notes for this article, I had a third and final group of failures which I called "just plain failures," and in this I include all those groups of plants which, for no apparent reason whatever, failed to do as we expected them to do. As I write, we are faced with a problem which clearly typifies this type of failure, and it refers to a group of taxus cuttings which we had been inserting in the nursery here during the past six weeks.

Readers of this column will be aware of my desire to take taxus cuttings from older wood. Many times I have advocated that old wood should be used in making taxus cuttings, if it can be taken from the stock plants without harm. I have made these suggestions, because all my past experience has gone to prove that cuttings of this kind will

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root more readily, more vigorously and with less trouble than cuttings taken from younger wood, and, of course, by the very nature of the cutting, the resulting plant is more bushy, more advanced in structure and generally a more salable item.

Now, six years of continuous experience in New Jersey has proved that these cuttings behave in that way in that area, and it would, therefore, appear to be reasonable to apply similar methods here in Illinois. Coming to this area last year, I ran a series of tests on the rooting of all varieties of taxus which came out well and continued to support my contention that old wood could be rooted with ease, given the proper hormone treatments, and, once rooted, excellent plants were produced.

### Something Wrong

On the basis of my past experience and the tests carried out here last year, plans were made for normal production of this type of cutting in quantity this season, but something has gone wrong. Large cuttings of *Taxus brownii* which appear to be reasonable in every way and which have followed our established procedures to the letter, are not rooting, but the bases of the cuttings are rotting. The situation is

limited largely to this one variety, and we, of course, have ample stocks of cuttings to cover our losses, but it is annoying to see cuttings dying when they have been treated exactly as they should be, as far as we know.

Needless to say, I have been wracking my brains to try to find an answer to this problem, but, up to the time of writing, have been unable to do so. Here is a case of just a plain failure, for which I am sure we will eventually find the answer, but which, at the moment, completely eludes me. This kind of failure I find particularly annoying and irritating, because it is on a plant which should respond in a normal manner. Plain failures on a plant such as *Koster spruce* cuttings are expected, and, therefore, one is not unduly disappointed when cuttings of this plant do not root, but to fail to root a *taxus* is a slap in the eye, and one which I certainly do not intend to take lying down. But such failures are certainly good for us, because they brush away any trace of complacency which might have been developing and bring us back to the realization that no matter how careful we may be, failures are possible on even the most simple plants.

One particular aspect of the various failures that I have experienced

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through the years needs to be brought out and that is the virtual impossibility of establishing on one nursery a method which will automatically succeed elsewhere. Perhaps by saying this I am cutting the ground from underneath my own feet, because I have been writing these articles for some time now in an effort to help people in different parts of the country, but I say clearly that no one should accept the recommendations that I may make as being the methods which will without doubt succeed in another nursery.

At the best, the ideas put forward in these columns can only be suggestions which one must adapt to his particular local conditions and, of course, finally prove up under actual working conditions, using one's own plant material, greenhouses, labor and skill. It may well be that the recommendations that other growers and I make from time to time have to be modified in order to succeed with others. I have found that many of the procedures which I used with good results in New Jersey have had to be adjusted and modified to meet conditions in Illinois.

These comments only go to show the utter futility of the small, narrow-minded person who would jealously guard his so-called secrets in plant propagation, but some of these still exist, unfortunately, and, from time to time, I receive some critical comments, because I choose to write about what little I may know. It seems that some people are afraid that other growers may learn a little more than they and perhaps get ahead of them, and this they do not like. I think such people are morally and ethically wrong, and, if someone can beat them at their work of growing plants, then surely they have deserved to be so superseded.

### Mistakes Common to All

In reading the above, I hope that growers will perhaps take heart if they have had some failures in their propagation work, because there is not a grower anywhere who has not come up against a resounding failure from time to time which brings him back with a jolt to the realities of fickle Dame Nature. Try as we may to control the factors affecting our work, such control can only be of a limited nature, and, as long as we continue to work with living things, we can expect them to behave in just as contradictory and contrary a manner as most other living things can do.

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